

Canada's Only Hardware Weekly

7045

HARDWARE AND METAL

Established 1888

Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVII.

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No. 1

January 2, 1915

"Queen's Head"

**GALVANIZED
IRON**

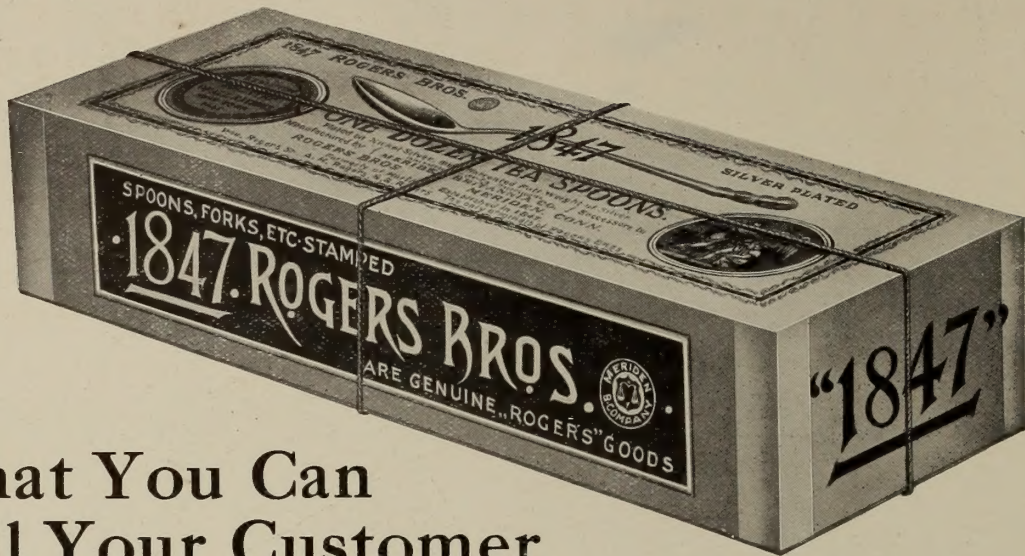


**Made in
Britain**

Buy in the Empire and get the best goods.


JOHN LYSAGHT, LIMITED
MAKERS
BRISTOL, NEWPORT AND MONTREAL

A. C. LESLIE & CO., LIMITED
MONTREAL
MANAGERS CANADIAN BRANCH




What You Can
Tell Your Customer

You Can Truthfully State

That 1847 ROGERS BROS.  has been the standard silverplate for over sixty-five years.

That no higher quality can be obtained than

1847 ROGERS BROS. 

"Silver Plate that Wears"

That it is MADE by CANADIANS in CANADA, and is equal to the best the world produces.

No better time than the present to advertise by means of Window Displays, and in the papers.

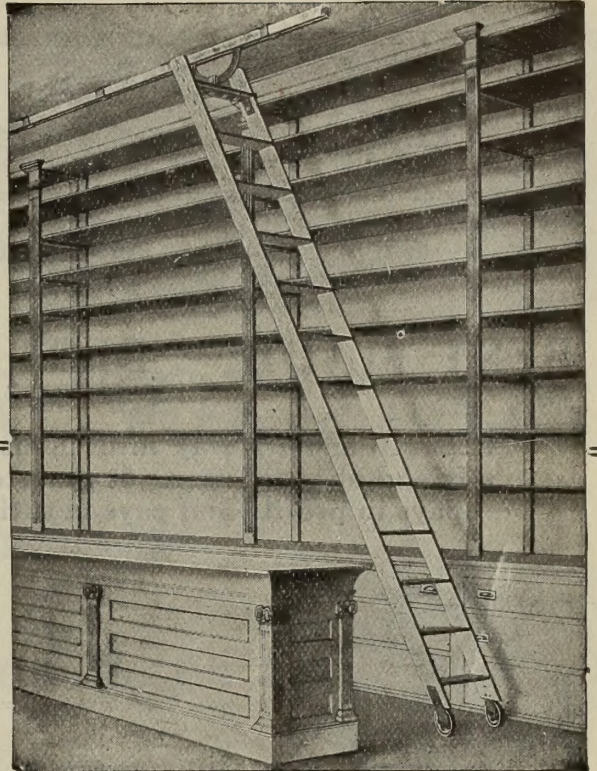
We advertise the goods in general publications; it is for you to let the public know that they can be purchased from YOU.

MERIDEN BRITANNIA COMPANY, Limited
HAMILTON, CANADA

IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
 OF CANADA LIMITED
DUNDAS - ONTARIO
 MONTREAL—WINNIPEG—VANCOUVER

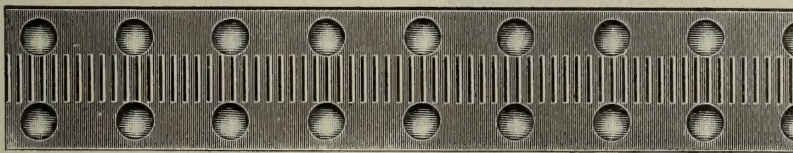


Good Store Ladders Save Time and Space

Send for Special Ladder Catalogue showing full line of Ceiling and Shelf Ladders to meet all conditions.

Why not canvass your Town on Ladders now?

Richards-Wilcox Canadian Co. Ltd.
 London Montreal



Order **STANLEY No. 3000**
"TWINROLD"
 COILED DOUBLE

Self-Tightening Box Strapping

See page 81

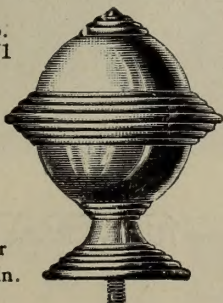
The Stanley Works, New Britain, Conn.

Canadian Representatives: A. MACFARLANE & CO.
 CORISTINE BUILDING, MONTREAL

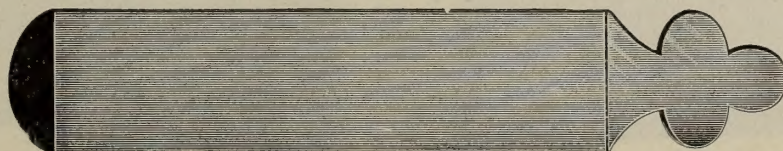


CURTAIN POLES AND FITTINGS. STAIR RODS AND EYES

No.
 1771

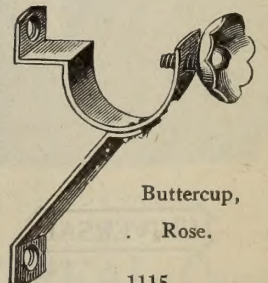


For
 1½ in.



No. 2319

Solid Brass Cased Rodding. Cast Ends.
 These Rods are far superior to light angle tube.



Buttercup,
 Rose.

1115

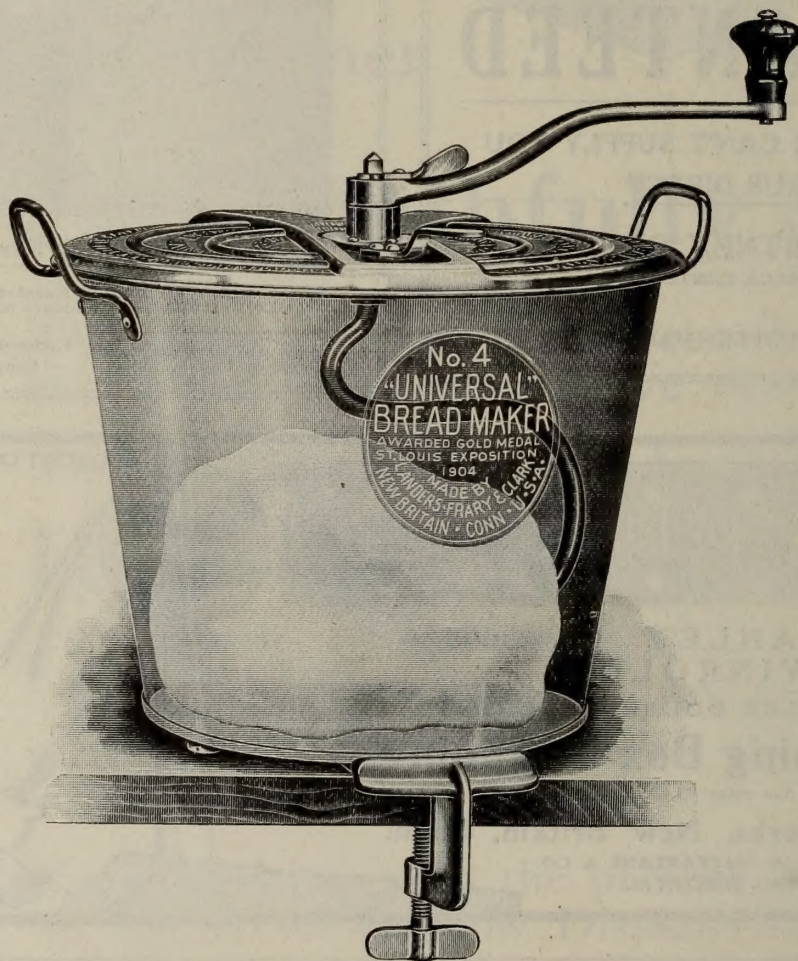
G. B. BIRCH, THE CHEAPSIDE BRASS FOUNDRY, Birmingham, England

The Universal Bread Maker

WAS THE ORIGINAL BREAD MAKER
AND IS STILL THE BEST. . . .

BEST MADE—BEST KNOWN—BEST SELLER

It has found its way into thousands of Canadian Homes and has made a friend of every user. It pays to sell the reliable and best-known Brands—pays in profits and pays in satisfied customers.



UNIVERSAL Bread Makers.

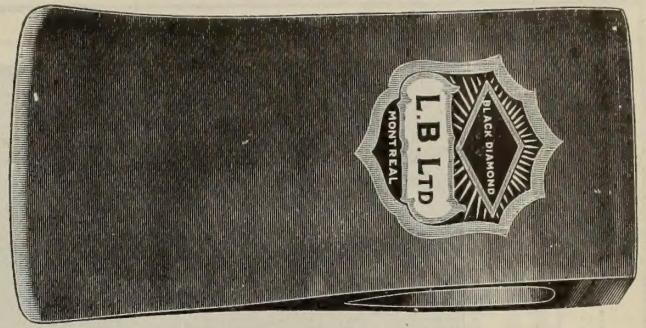
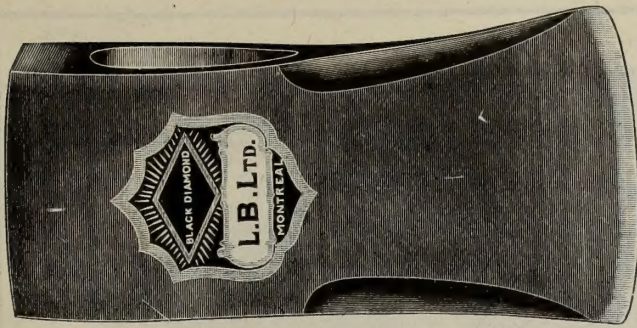
Mix and knead perfect bread in three minutes. Sanitary in that the hands do not touch the dough. Makes better bread than can be made by hand. Four sizes from \$1.50 to \$2.50 each.

Write to your jobber for prices or direct to us.

UNIVERSAL

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN., U.S.A.

UNIVERSAL

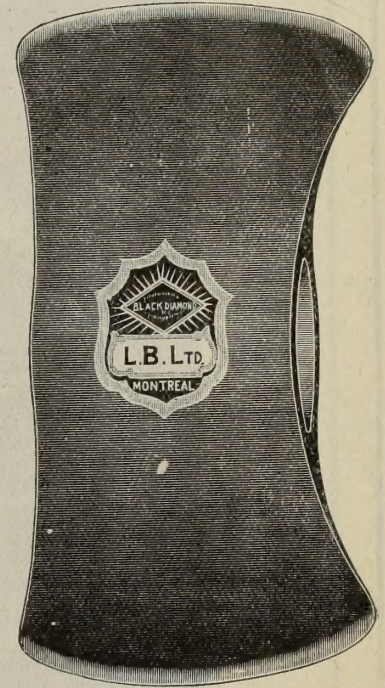


NEW YEAR'S RESOLUTIONS

Buy Only the Best

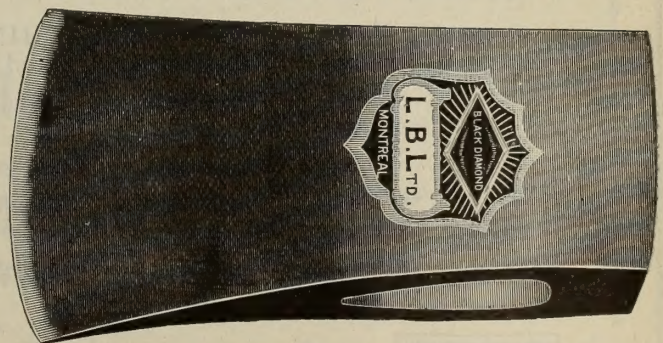
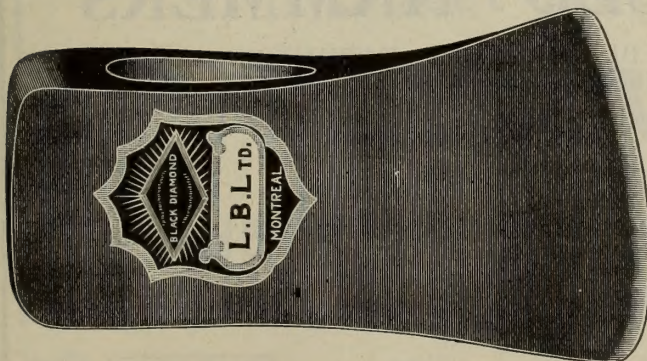
Black Diamond Axes

may cost you more at the time of purchase but they are cheapest when service is considered.



Fully Guaranteed

ALL POPULAR PATTERNS



LEWIS BROS., LIMITED

MONTREAL Que.



STANLEY HANDLED HAMMERS

For CARPENTERS, MACHINISTS, BRICKLAYERS, FARRIERS, TINNERS, BLACKSMITHS and ENGINEERS.

The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features, together with their specially fine finish, make them a very attractive line to carry.



STANLEY RULE & LEVEL Co.
NEW BRITAIN, CONN. U.S.A.





Shipments Made Promptly

Many dealers who do a thousand dollar business in their household section, carry a thousand dollar stock. Consider the benefit if the same business could be done on a three hundred dollar stock.

In the first place, you would have \$700.00 more in the bank, which ought to be worth at least \$21.00 a year.

In the second place, the trade discount could be taken every month, which would save another \$20.00 per year, two per cent. of a thousand dollars.

In the third place, the goods would look fresher and not so shop worn, which should increase sales.

In addition, your insurance would be lower, your available storage space would be increased, and your credit would be improved.

Say you, "there is just one weakness in this proposition, and that is **'could I get my goods on time'?**"

The answer of course is

S M P

Sheet Metal Products

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA
MONTREAL TORONTO WINNIPEG LIMITED

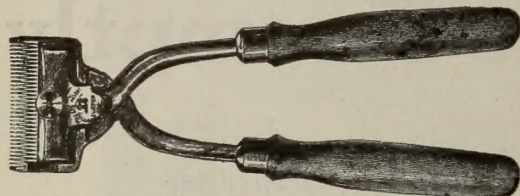


PRIEST'S HORSE and TOILET CLIPPERS

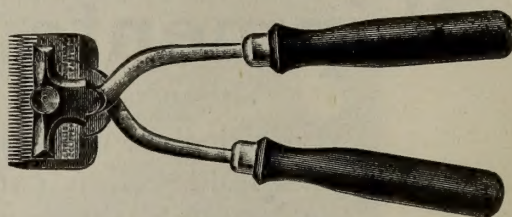
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

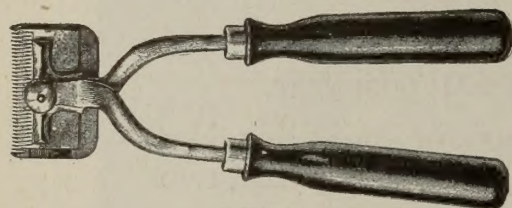
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

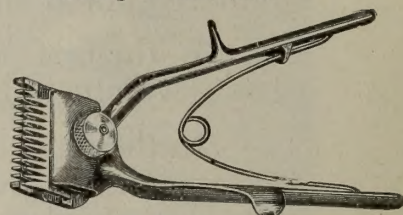


NEW MARKET
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



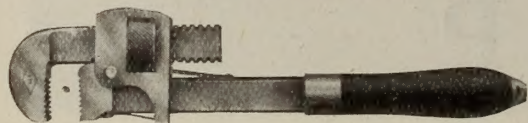
Hunter, Fetlock and Dog Clipper, retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

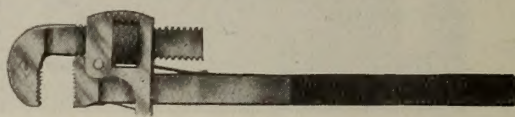
"W & B" Pipe Wrenches the Only Pipe Wrenches

MADE IN CANADA

The line comprises all sizes from 6 to 48 inches



The "W & B" Wood Handle Grips. Length open 6 to 14 inches.



"W & B" Steel Handle Grips. Length open 18 to 48 inches.

These Wrenches are extra strong, frames well proportioned.

The Jaws are Drop Forged and tempered, giving them strength to resist the most severe strains.

Other patterns of "W & B" SCREW WRENCHES MADE IN CANADA at our St. Catharines factory, are our Machinists' Knife Handle, "Railroad Special," Regular (Agricultural Pattern). Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years
ST. CATHARINES, ONT.

Ignoring the Retail Merchant

WHEN Sir George Foster, Minister of Trade and Commerce, decided to advertise Canadian apples for Canadian consumption he ignored the retail trade entirely. This was quite unintentional on his part. Advertising was a new phase of business to him. He called in an advertising agency who told him the proper thing to do was to give them the money and to spend it in the leading daily papers. No effort whatever was made to explain the situation to the retail trade. The result has been that the retailers were placed at a disadvantage as the public were not properly informed. They understood that apples were unusually plentiful this year and could be bought cheap. So they can, but apples of fine quality, such as leading grocers sell, cannot be bought from the farmer at low prices. When retailers who give more thought to their reputation and the value they give for the money were asked to sell apples at about \$1 a barrel—the price they were led to expect from the advertising—for which they paid the wholesaler or farmer, \$2 or \$3, the consumer naturally believed the retailer was robbing him. Right across Canada in consequence the feeling has gone that the retail grocer, who has probably the smallest margin of profit of any dealer in the country, is making enormous profits and is the man responsible for the high cost of living. Letters are pouring in to the newspapers, and some are being published from indignant consumers, who refuse to believe the explanations.

The Canadian Manufacturers decided upon a campaign to urge Canadians to buy Made-in-Canada goods, and \$30,000 is being expended under the direction of another advertising agency. Again, the retail trade are ignored, and so are practically all the important weekly newspapers, and the local weekly paper is as carefully read in the smaller cities, towns and villages, as is the Bible. The manufacturers now complain they are not getting the results from their big expenditures they anticipated.

The theory of the advertising agency is that if an article is strongly advertised the retailer has got to handle it whether he likes it or not, but this has not worked out in practice. The fact is that no article has ever been forced on the retail trade permanently. The average advertising agency is not equipped to deal with the retail trade. They do not understand questions from the retailers' standpoint and advertising agencies that ignore the retail service are not giving intelligent service to their clients. As manufacturers learn more about advertising they realize that the most important factor, an absolutely essential factor, in selling any goods, is the co-operation of the retail trade.

The National Drug and Chemical Co., who are members of the Canadian Manufacturers' Association, are to be congratulated upon coming out strongly on this point. They pay an annual subscription of \$70 to the Manufacturers' Association, but announce, in a circular to members, their willingness to appropriate \$250 or \$500 a year towards a proper advertising campaign, provided that the retail trade is not ignored. In the circular they have sent to members of the Manufacturers' Association they say "to get the full benefit of the newspaper advertising, it is necessary that each manufacturer should make every effort to interest the retailers in the movement, in order to get them not only to use their influence towards educating the public by means of effective window displays of Made-in-Canada goods, but also to get the retailers to really push the sale of goods. Therefore, too much stress cannot be laid * * * * * while at present the public take a faint interest in the Made-in-Canada movement, it would with the retailers' co-operation take a very decided interest in the movement and would be anxious to purchase Made-in-Canada goods." As large advertisers themselves, they say further, "that unless the manufacturers are successful in interesting the retail dealers and getting them to co-operate in the important movement of developing the sale of Made-in-Canada goods that the money now being expended in the public press will, while creating some slight attention, be ultimately lost," and again in the circular they say, "to bring the present movement to a successful issue will require not only enthusiasm but continuous hard work on the part of each manufacturer with the retail dealer."

These two national experiences are of great value in opening the eyes of all manufacturers to the absolute necessity of securing the co-operation of the retail trade in promoting the sale of any article.

Advertising agencies are a very useful adjunct in national selling campaigns. There are some able and brilliant men associated with the agencies in Canada, though unfortunately many of them lack a real experience in, and grasp of, trade paper advertising.

Some of them recognize this and are honest enough to tell the manufacturer frankly they are not equipped to handle campaigns to the retail trade, and advise him that this feature of selling is of chief importance and should be directed by the manufacturer himself or his general sales-manager.



No. 915 Safety Hasp

No. 915

Wrought Steel

“Safety” Hasps

This Safety Hasp Is Well Named

The screws are all well under the hasp and the staple plate being covered makes it impossible to remove the screws until the lock has been opened. The staple hole is made extra large to allow for shrinking of the door without resetting of staple.

Packed one dozen in a box, with screws and plate staples.

Canada Steel Goods Co. Ltd., Hamilton, Canada

Don't think you can jump in
when trade begins to boom
and head off the man who
stuck to his advertising guns.
It cannot be done, the other
fellow has too big a handicap.

**WING
SCREW
BOOT
CALKS**

The STEEL COMPANY of CANADA

LIMITED

HAMILTON, CANADA



No. 00



No. 4



No. 5



No. 7



No. 8



Chuck

Book Your Orders
Now

for

Immediate and Future
Shipments

of

LUMBERMEN'S

CASE-HARDENED

WING BOOT CALKS

These calks are made specially for Loggers, Hunters, Ice Cutters, Etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment.

A Chuck is placed in each box of 50 Calks.

Send for Samples and Particulars.

SALES OFFICES:

**HAMILTON
VANCOUVER**

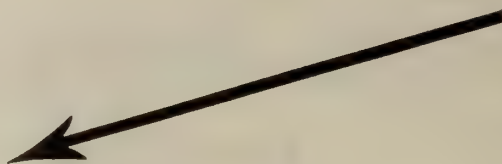
**MONTREAL
VICTORIA**

**TORONTO
ST. JOHN**

**WINNIPEG
HALIFAX**



Ship Adze—Plain



Two Big Sellers

Don't Forget These From Your List
WHITE "QUALITY" ADZE

We are especially proud of our Adze, for we believe we have reached perfection in these; they have been a hobby with us and our friends say they are great. They will please your customers—we guarantee it.

Carpenter's Adze



The L. & I. J. White Co., 215 Columbia St., Buffalo, N. Y.

Made in Canada



For over 40 years Jenkins Bros.' Valves have made good



Fig. 117
Brass Horizontal
Check Valve
Screwed
Standard Pattern

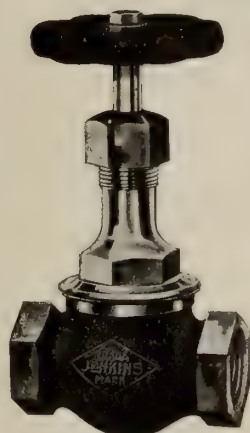


Fig. 106
Brass Globe Valve
Screwed
Standard Pattern

Forty years of constant study and manufacturing experience have kept JENKINS BROS.' VALVES in the lead for **Quality** and **Service**

Catalogue mailed free upon request

JENKINS BROS. Limited

103 St. Remi St.

Montreal

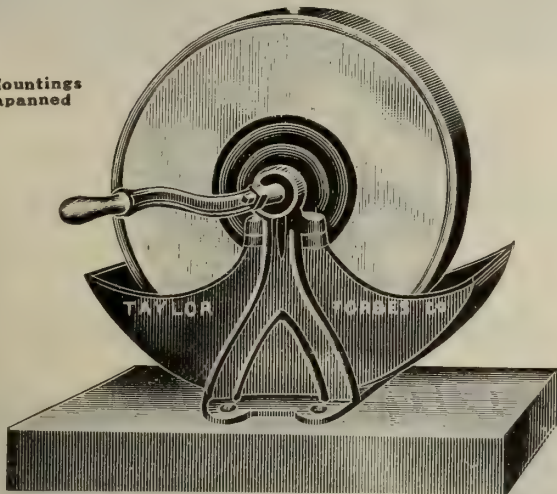
**JENKINS BROS.'
Valves**
Excel all others
in **ECONOMY,**
STRENGTH
and
EFFICIENCY

Get them at
your dealers.

Kitchen Grindstone

With Wheels Complete

Mountings
Japanned



1914 has been a hard grind

BUT WE feel sure that by boosting these high-grade, easy-running grinders you will increase your store's earning powers considerably in 1915.

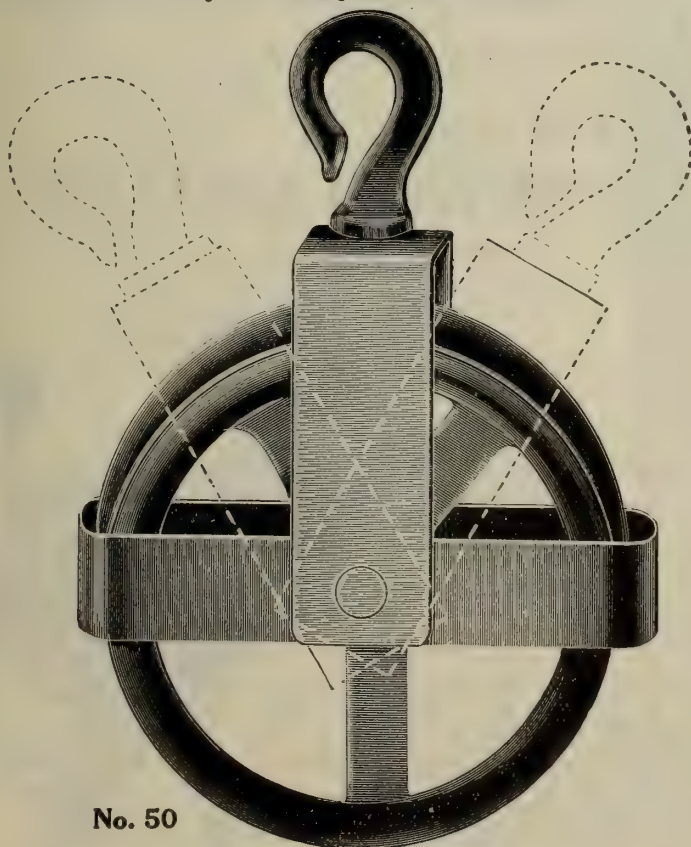
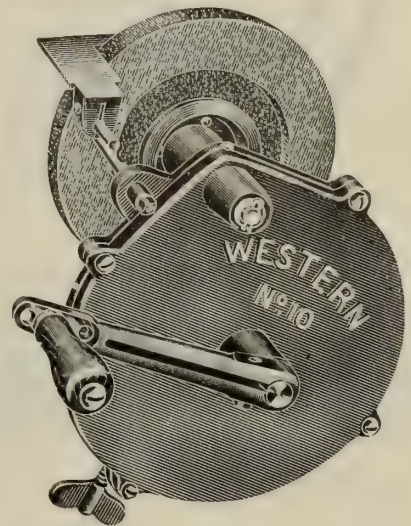
Western Tool Grinder

Noiseless, Dirtless, Chainless and Easy Running

Every part is made of the finest iron, assuring a long satisfactory service.

The Western has cut gears encased and a high-grade corundum grinder.

Western Tool Grinders are light (No. 10 with 7-inch wheel weighs 20 lbs., and No. 5 with 5-inch weighs 9 lbs.), **therefore they are easy to handle.**



No. 50

Clothes Line Pulleys

Steel Frame and Cast Wheel, Swivel Yoke, Loose Axle.

5½-in. Wheel, Japanned or Galvanized.

The strength, appearance and price of this pulley makes it a dandy seller, and it too will turn you to better business.

If your jobber cannot supply you with these goods, write us. We'll ship promptly.

Taylor-Forbes Co., Limited

Head Office and Works: GUELPH, ONT.

Branches and Agents:

Taylor-Forbes Co., 246 Craig St. W., Montreal; Canadian United Mfrs. Agency, London, Eng.; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travelers Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver.

"The Famous Five Keep Trade Alive"

You start an "endless chain" of business when you sell these famous files.



Made in Canada

You sell more than just a file. You sell the net results of 50 years' experience. The economy of a 60,000,000 output per year. The uniform quality that marks thorough attention to every detail.

You sell 100% efficient file service. The kind that brings buyers back for *more*.

A word to your trade on the economy of replacing all *half-worn* files will quickly increase your sales of the Famous Five.

NICHOLSON FILE COMPANY
PORT HOPE Jobbers Everywhere ONTARIO

Write for "File Philosophy"
and illustrated catalog.

*Your copy
is ready*

Guide to the Most Complete Line
of Tools for

**LINEMEN ELECTRICIANS
CARPENTERS GLAZIERS**

SAVES TIME AND ANNOYANCE

No figuring of discounts

Red Devil Tools BETTER THAN
NECESSARY

Send
to-day

Smith & Hemenway Co., Inc.
150 Chambers St.
New York, N.Y.

ILLUSTRATED NET PRICE LIST
OF
SMITH & HEMENWAY CO. INC.
150 CHAMBERS ST., N.Y., U.S.A.
FACTORIES
Irvington, N. J.
Hill, N. H.
MANUFACTURERS OF
"RED DEVIL" TOOLS
AND HARDWARE SPECIALTIES

48
pages
full
of
information!

*Your Food Chopper Sales
will Steadily Increase*

If you sell the

"NEW STANDARD"

Exclusive features: By means of a Lever Lock it opens wide like a book and is instantly and easily cleaned. Shear Cutting — Self-Sharpener. Chops without mashing. Double Tinned, which makes a perpetual and lasting finish. Positive table clamp prevents machine from shifting while in use. Easy to operate.

These "New Standard" features are a combination that gives users highest satisfaction and dealers a splendid recommendation.

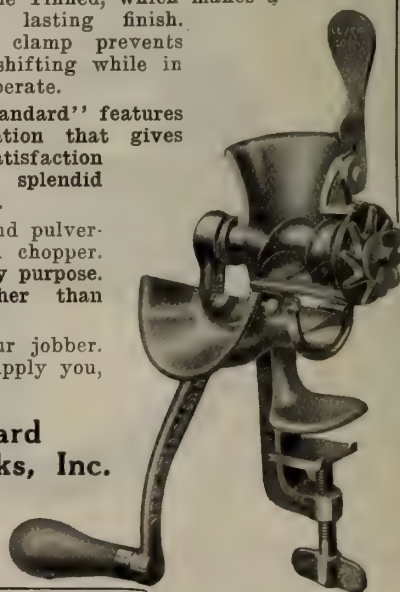
Three knives and pulverizers with each chopper. A size for every purpose. Price no higher than others.

Order from your jobber. If he cannot supply you, write us.

**New Standard
Hardware Works, Inc.**

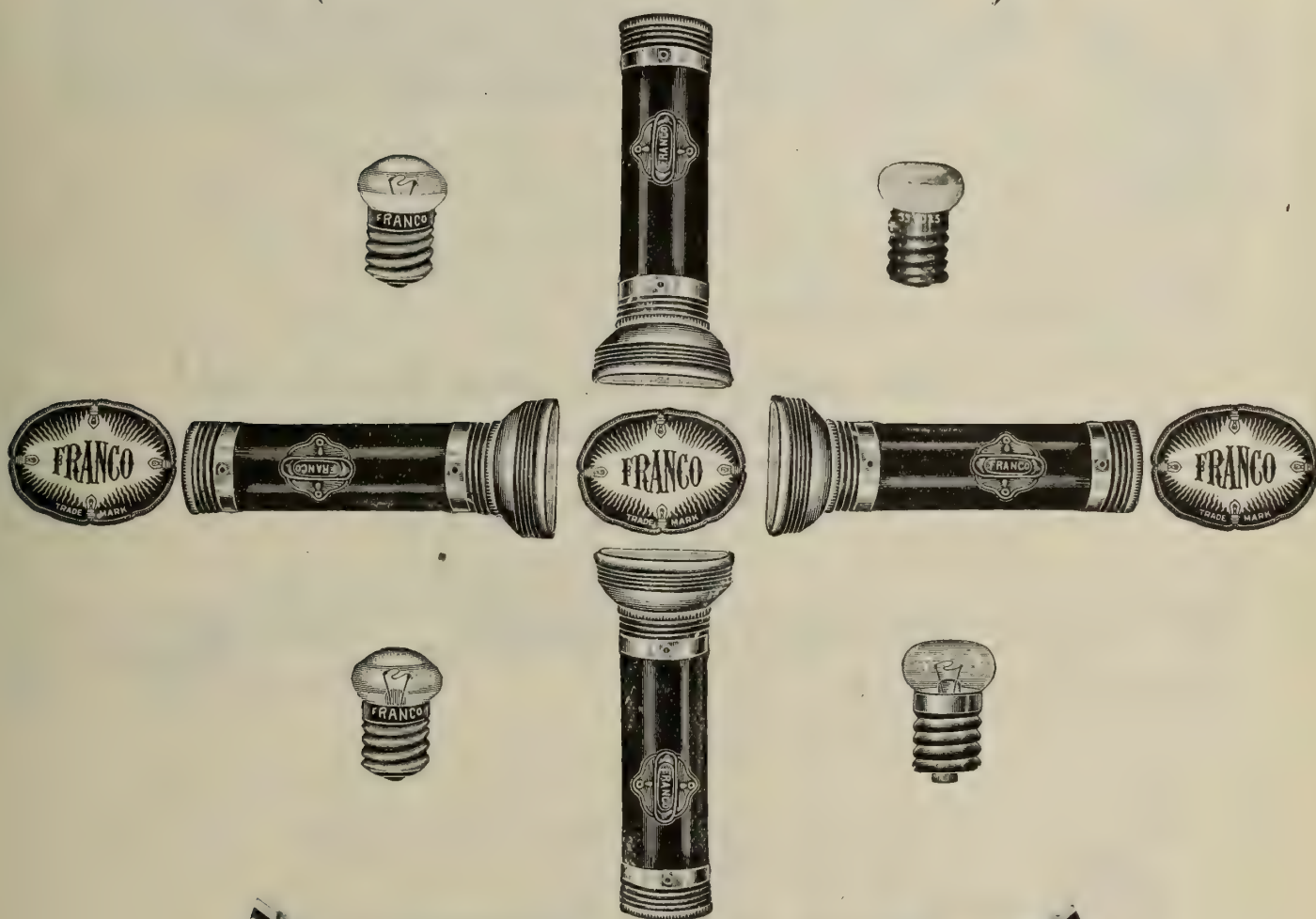
MOUNT JOY, PA.

FRED E. LAKE, Ottawa,
Ont., representative for Eastern Canada.



FRANCO

“Wireless” Flashlights
RADIO BATTERIES
RADIO-LENS LAMPS



Ask your jobber for
catalogue and prices
or write direct to

Interstate Electric Novelty
Company of Canada, Limited

220 King West,

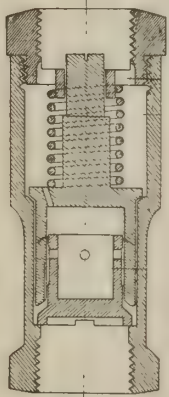
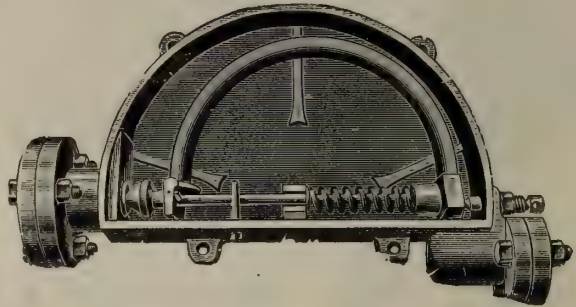
Toronto, Ontario



This IMPROVED STEAM SAVER
adds 45% to coal efficiency
GENUINE HEINZ STEAM TRAP

Not an ounce of steam gets away—high pressure can't influence it. Nothing that ought to stay in gets out—nothing that ought to get out stays in. Live steam throughout the system and a big cash saving in fuel certain.

One installation leads to many others: **Write for full particulars.**



SECTION.

THE KNICKERBOCKER REGULATOR
a safe and positive remedy for faulty hot water systems

Entirely automatic in its action on **both open or closed systems** of hot water heating.

Easily applied to old as well as new. Connects with one-inch nipple to outlet on top of expansion tank.

Increases radiation from 25 to 30%. Reduces the sizes of pipes and fittings.

Makes a hot water system equivalent to low pressure steam plant.

Write for full particulars.

The James Morrison Brass Mfg. Co., Ltd.
 93-97 Adelaide St. West, TORONTO

*Wishing our many customers
 and friends*



A
**Happy and Prosperous
 New Year**

The Thos. Davidson Mfg. Co., Limited
 TORONTO MONTREAL WINNIPEG

NOW is the time to brighten up the store interior—and with All-British materials.



The quiet days of January make a good time to talk over store improvements with your fellow merchants.

schools, theatres, hotels, cafes and public buildings—all can be beautified and enhanced in value by "Metallic" Ceilings and Walls. Erected in your own store they will successfully demonstrate their beauty and utility. Send for our illustrated catalogue "H" and price-list and we will show you how you may readily and easily add to your profits.

Have you our latest catalogue of the full line of "Metallic" Building Materials? It is an effective salesman.

THE METALLIC ROOFING CO., LIMITED

MANUFACTURERS
TORONTO and WINNIPEG

"METALLIC" Ceilings and Walls

Come in new, handsome, exclusive and deeply embossed patterns that are a pleasure to see. All-British materials — no Keystone or other foreign-made sheets used.

Think of the tremendous possibilities right in your town for trading in these fire-proof, sanitary and inexpensive building materials. The stores of your brother merchants, homes, and public buildings—all can be beautified and enhanced in value by "Metallic" Ceilings and Walls. Erected in your own store they will successfully demonstrate their beauty and utility. Send for our illustrated catalogue "H" and price-list and we will show you how you may readily and easily add to your profits.

Have you our latest catalogue of the full line of "Metallic" Building Materials? It is an effective salesman.

Another "Daisy"

A REAL "DAISY" TOO

It is light and easy to work. Compact, takes up little room and can be used lino covered on wood floors, carpets and rugs. The flexible nozzle attachment enables it to be used at angle.

You take just the handle in the right hand and propel it backwards and forwards like an ordinary Carpet Sweeper, when a strong suction immediately develops and every particle of dirt or dust in the track of the nozzle is arrested.

DAISY SWEEPER No. 2

Made of the highest grade materials, by expert workpeople, in a healthy factory. All being

ENTIRELY BRITISH

therefore meriting the confidence of the retailer and public alike.

Full particulars, trade terms and Booklet No. 77 on application.

THE DAISY VACUUM CLEANER CO., LTD.

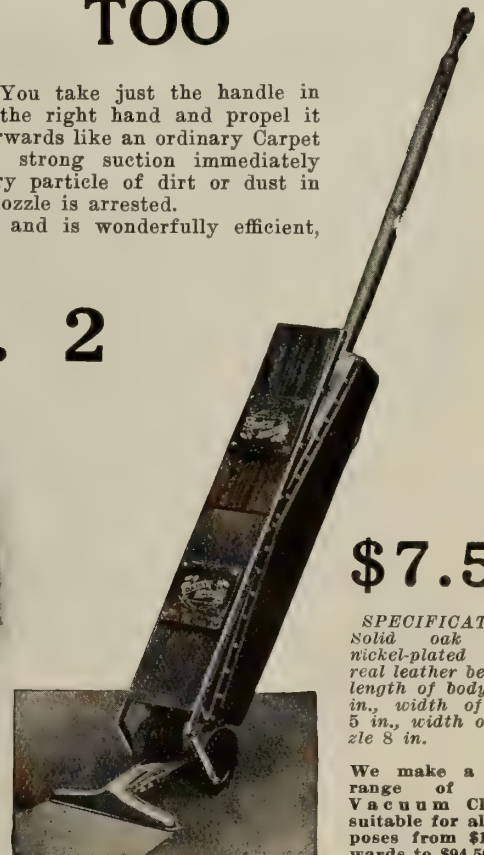
Leamington Road, Gravely Hill,
BIRMINGHAM

Telegrams: "Ileklean, Birmingham."
Telephones: 405 and 406 East. A B C
Code, 5th Edition. London Showrooms:
17 Philpot Lane, Fenchurch Street (One
minute from Bank).

CONTRACTORS TO THE BRITISH GOVERNMENT.



This illustration shows
DAISY SWEEPER,
Models 1 and 2, packed in strong card
cases ready for delivery. This facilitates
storing, and saves the retailer the
trouble of packing. The contents are
guaranteed.



\$7.50

SPECIFICATION
Solid oak body,
nickel-plated parts,
real leather bellows,
length of body 32 1/4
in., width of body
5 in., width of nozzle
8 in.

We make a large
range of Daisy
Vacuum Cleaner,
suitable for all purposes
from \$11 upwards
to \$94.50.



The Fight for Durability

Chapter V.

The relation of proper heat treatment to special analysis of iron is well known to the workers of Iron and Steel from a purely physical standpoint.

Not many have traced back several reasons for rapid corrosion of steel to the first—re-heating of the product in the soaking pit.

The great danger of working the ingot at wrong temperatures has been fully appreciated by our organization.

In re-heating Armco-American Ingot Iron a special man, whose duty it is to constantly watch the temperatures of the soaking pit, guards this step on every heat.

ARMCO IRON Resists Rust

The burning of an ingot in the soaking pit causes defects in the sheet, which, though hardly visible to the naked eye, play a most important part in the life of the finished product.

The reduction of carbon to a mere trace and the elimination of blow-holes through the reduction of gases in American Ingot Iron minimizes this danger, which is so serious to Steel with its higher carbon and gas contents.

When Iron or Steel is burned at this point it opens up fissures which are never completely healed or welded together in the after treatment. The higher the carbon, the more serious this trouble is bound to be because the carbon exaggerates the burning of either iron or steel.

Here again, by careful supervision, Armco-American Ingot Iron has another big advantage from the standpoint of durability.

The American Rolling Mill Co.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted To The International Metal Products Company.

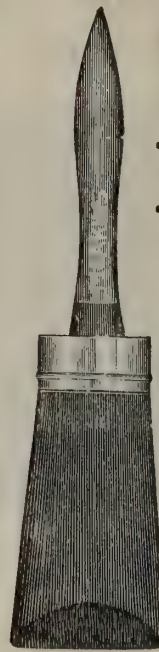
Armco-American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, and Cincinnati.

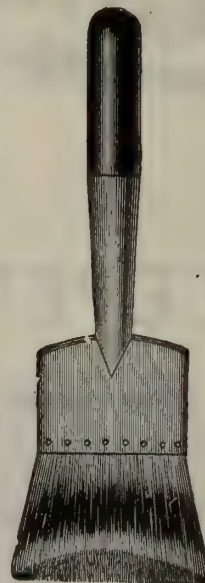
MEAKINS Brushes

are the line to boost because they clearly show in service that they are a better kind, and they pay a good, substantial profit.



*No
Falling
Bristles*

*Flexibility
assures easy
manipulation*



Once sold —
always sold.

Write us for catalog — then order from your jobber. If he cannot supply you, WE will give you immediate delivery.



Meakins & Sons, Ltd.

HAMILTON, ONT.

Warehouses :

WINNIPEG LONDON TORONTO MONTREAL



“Dominion Ammunition”

helps to sell more sporting goods

MEN who hunt usually buy their other needs in sporting goods where they buy their ammunition.

Our national advertising is teaching sportsmen to demand the best—Dominion Ammunition.

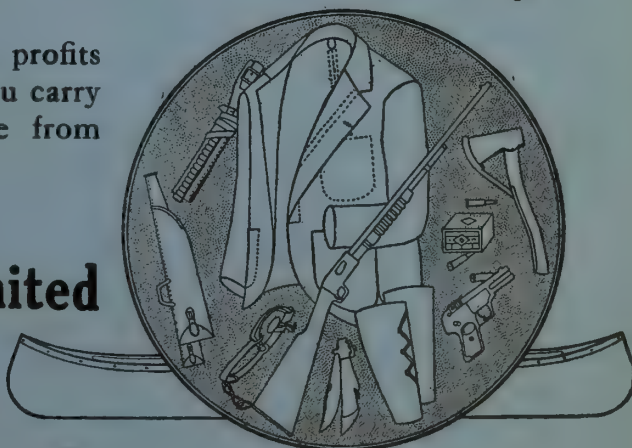
You should carry a full line of Dominion Shells and Cartridges—not from a sense of patriotism or because Dominion is THE ammunition entirely made in Canada—but because it is the best at any price—because it enables you to make a comfortable profit—because it will help sell other goods and because it is backed by our unconditional guarantee.

Your first move to increase your sales and profits in ammunition and all the other goods you carry is to order the complete Dominion line from your jobber.

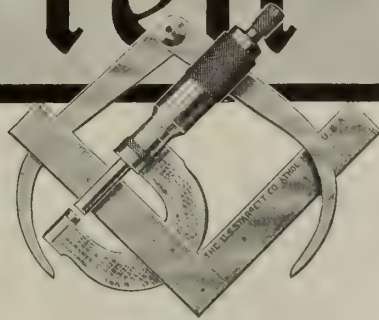
Dominion Cartridge Co., Limited

120 St. James Street

Montreal - - - Canada



Starrett Tools



The
Finest
Tools

Made by the
World's Greatest
Toolmakers

Getting 1915 Business

After going through a long period of depression, business is taking a decided upturn, which must increase as each industry gets under way and adds to the total volume.

This year hardware stocks are lowest in history. We know it is easy for us to tell you to stock up and we know that you must consider carefully before tying up capital in any stock of goods. Admitting this, however, we believe there are real reasons why a complete stock of Starrett Tools will show good returns on your investment.

¶ Mechanics are in increasing demand everywhere because the manufacturing and building trades are picking up rapidly. As every mechanic is a possible customer, you surely must carry a stock of tools.

¶ No fine tools are as well known, as well advertised, or as highly regarded by mechanics as Starrett Tools, so that your stock should be a Starrett stock. It should also be *complete* because when a man needs a tool he generally wants it so badly that if you cannot sell it to him, he goes somewhere else.

¶ Now after your stock is complete and you are getting the business that comes to you, you can *bring* additional business to your store by displays, and by local advertising. This creates a demand for tools which you might not sell otherwise.

¶ And cultivate your special fields. Get the big instrument business of factories and machine shops by mail or by personal visit. Get the trade of farmers, if there are any in your community, on Starrett transits. Get the business of autoists on the Starrett ratchet wrench. Don't overlook Starrett hack saws for factories and for individual mechanics and appeal to the home owner and amateur mechanic with our expansion pliers, cut nippers, hack saws and frames, screwdrivers, cabinet scrapers, etc. This all helps to keep your money turning over. You want more sales for yourself—we want more sales for ourselves—you can help us by helping yourself. We are doing all we can on our end to send men to you. Won't you do your part in getting the business on your end?

BY INVITATION
MEMBER OF



The L. S. Starrett Co.,

THE WORLD'S GREATEST TOOLMAKERS

Athol, Mass.

New York

London

Chicago



No Noise But the Swish of the Blades

Runs easy. Fascinates the purchaser and converts him into a sub-agent.

Whoever starts to sell Townsend Mowers, continues to do so

For sale by all Canadian Jobbers.

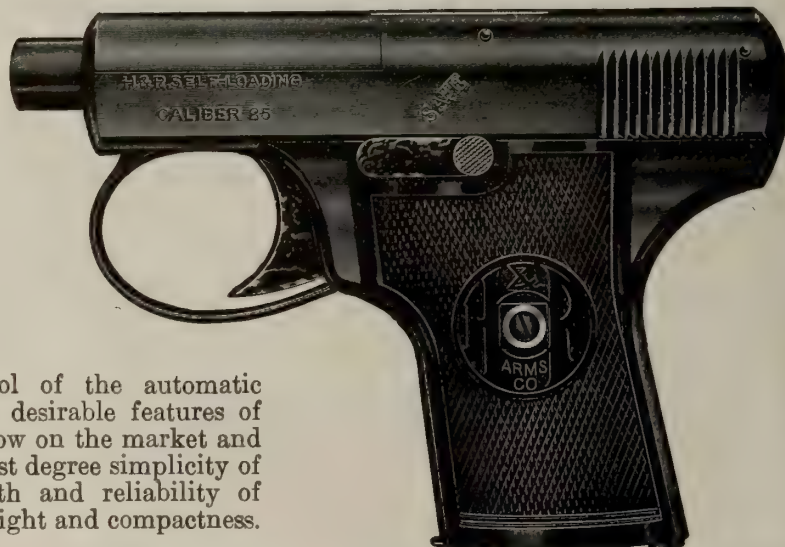
ASK FOR CATALOG

**S. P. Townsend
& Company**

ORANGE . N. J.

H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 ^m/_m)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue
Worcester, Massachusetts, U.S.A.



New Customers !

Watch Mr. Punch advertising. Watch the appeal we make to householders to get good tools. Watch these householders come in, and ask to see Mr. Punch. Don't be satisfied to just sell them Mr. Punch. Keep up the good work. We plant the seed—you cultivate it. Talk good tools to people who don't own them. We send the new customer to you but you must sell him.



Mr. Punch

GOODELL-PRATT AUTOMATIC DRILL NO. 185

Every home needs a Goodell-Pratt Vise, Automatic Screw-Driver, Hand Drill, Bit Brace, Square, etc.

Here's a big, constructive campaign to make new customers for Hardware. You are with us, of course—then send for full particulars about Mr. Punch and Mr.

Punch advertising, Mr. Punch counter display, Mr. Punch window sign, Mr. Punch booklet.

The advertising has started—people are right now looking in your windows for Mr. Punch—don't let sales get away from you—write to us at once.

GOODELL - PRATT CO.

Greenfield *Toolsmiths*

Mass.



High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Boost Goods made in Canada
Keep Canadian Labor employed
You can help by insisting on
having

Still's Handles

in your next handle order. You will
find them superior in quality and finish.

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO, CANADA

"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following **SPECIAL PRICES**—
Sample order solicited:

Fine Polished Colored Handles

No. 1 Canada, 5 String	- -	\$4.50
No. 2 Canada, 4 String	- -	\$4.00
No. 3 Canada, 4 String	- -	\$3.75

6 Dozen lots and up delivered—Ontario

WALTER WOODS & CO.
Hamilton

FLY SCREEN WIRECLOTH

IN BLACK,
BRONZE & GALVANIZED.

SAFETY FIRST

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll

The Season for Fireplace Fix-
tures and Spark Guards is now
on. Have you a supply of
stock sizes?

Inquiries Solicited

Canada Wire & Iron
Goods Co.
Hamilton, Ont.



Favorably Known to 9 out of 10 of Your Customers

It is always easier for a dealer to sell goods which have a well-established reputation for quality, particularly an advertised line which is known all over.

That is why it pays dealers to handle

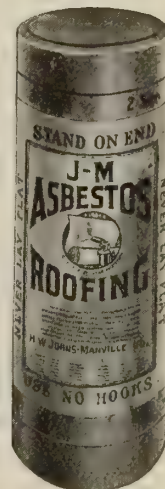
JM Roofings

Half a century of successful business stands behind the Johns-Manville organization. Its reputation for quality in its products, for its broad guarantee of satisfaction, are known throughout the Dominion. Its service branches are within easy reach of every locality.

J-M Roofing is favorably known to 9 out of 10 of your customers, and the prospective roofing purchaser therefore needs no added persuasion.

Dealers who stock J-M Asbestos Roofing and J-M Regal Roofing carry a line far removed from competition. Each of these roofings is a leader of its kind; acknowledged to be the best. Dealers' profits are substantial. Customers are always satisfied. New business is rapidly attracted.

Write our nearest branch for Special Roofing Dealer Proposition.



THE CANADIAN H. W. JOHNS-MANVILLE COMPANY, LIMITED

Manufacturers of Ready Roofings; Pipe Coverings; Packings; Stove Lining; Furnace Cements; Pipe Joint Cement; Garden Hose; Fire Extinguishers; Spark Plugs; Dry Batteries; J-M Regal Anti-Leak Stick; J-M Regal Roof Coatings; J-M Elastic Roof Putty.

2762

TORONTO

MONTREAL

WINNIPEG

VANCOUVER

WIRE NAILS

"FROM ORE TO
FINISHED
PRODUCT"

Dominion Iron & Steel Company, Limited

Head Office and Works:
SYDNEY, N. S.

Branch Sales Offices:

MONTREAL

112 St. James
St.

TORONTO

118 Wellington
St. E.

**QUICK
DELIVERY
FROM STOCK**

BISSELL'S

OUR GREETING

We extend a hearty New Year's Greeting to all our customers and thank them kindly for their loyal patronage during the year just closed, and which, in many respects, has been a most eventful one. In spite of the many disturbing factors that have operated against general prosperity during 1914, it is our pleasure to state that we have just closed a very satisfactory year and, to our many customers who make this report on our part possible, we are extremely grateful.

OUR OPTIMISM

But it can hardly be questioned that 1915 starts out under conditions vastly more promising and greatly improved over 1914. The highest banking authorities seem all agreed that the monetary legislation of the past year places this country on the soundest possible footing financially, and taking into account the tremendous value of the crops of 1914, and the better prospects for our railroads, and the great awakening of our large iron and steel industries, it seems to us that we can all look forward to greatly increased business during the present year.

OUR FAITH

We are so confident of increased business this year that we are already arranging to greatly increase our manufacturing facilities. The Bissell Carpet Sweeper still maintains its prestige and increasing popularity in spite of all the other cleaning devices on the market. The reason is simple: time has demonstrated that no other cleaning device can do the work of the Bissell sweeper to the complete satisfaction of the housewife.

BISSELL CARPET SWEEPER COMPANY

Grand Rapids, Mich.

Largest exclusive manufacturers of carpet cleaning devices in the world.

BRANCHES: New York City, (Sales and Stock Rooms and Export Department) 25 Warren St.
Niagara Falls, Ont., (Factory). Paris, France. London, England, (Agency).

Have You Considered

The ELECTRIC WASHING and WRINGING MACHINE as a CHRISTMAS TRADE ATTRACTION?

The "NEW IDEA"

with its Complete Equipment

Swinging Wringer
Feature

Simple "Safety First"
Mechanism,

Removable Tub, etc.,

only needs
a Demonstration to make
a Sale.

It works entirely by power taken from an ordinary light socket. Washes and wrings at the same time or separately, and does all the work.

Made only by



Cummer-Dowswell Limited
HAMILTON, ONT.

You can wheel the biggest stove around in a jiffy

to where the customer can best see it
if you use

Harper Handy Castertrucks

You no doubt have handicapped your stove sales at times, by not being able to allow your customers to look at all sides of a stove on account of its weight.

Remember these castertrucks are NOT made for you to sell—they are for you to use, and to increase stove sales.

They will last you indefinitely.



No. 21

Chicago Hardware Foundry Co.
NORTH CHICAGO, ILL.

JOBBERS

It's time NOW to get ready for spring business.

BREEDING CAGES

are in great demand in the early months of the year—February and March.

BOOK YOUR ORDER NOW

and get prices and information about our other lines of Brass and Japanned Cages for Canaries, Squirrels, White Mice and Rats, Chicken Coops, Parrot Cages—all kinds of small animal cages.

Ask for leaflet showing our line of "MADE IN CANADA" fine polished brass Mission Cages—original in design and unique in effect.

POULTRY BREEDERS.

We have a good proposition to place before you—a scheme for protecting young chicks—from hatching to maturity—against inclement weather, depriving animals, and all dangers incident to young chickhood, at the same time allowing them a grass run, and a normal, healthy outside existence.

WRITE

E. T. Wright Co., Limited
HAMILTON, CANADA

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

SCREW HOLES

Will become a staple
line like nails

Just as you wouldn't think of not handling nails, screws, tacks, etc., now, you won't think of doing away with our simple SCREW HOLES after you have tested their selling qualities.

They make big demand everywhere, because they are a practical necessity that really pay for themselves in time and trouble saved.

Write for **FREE MOUNTED SAMPLE**.

Screw Holes can be used in anything that will contain a hole, wood, metals, cement, etc.

Stine Screw Holes Company
Decatur, Illinois, U. S. A.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Key-stone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company

LIMITED

PORT ELGIN

ONTARIO

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write



The
R. McDougall Co., LIMITED
GALT, CANADA



IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass
for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JANUARY 2, 1915.

No. 1

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SAVES the mechanic's time
experimenting with new tools.
The "1819 original P.S. & W. Co."
Snip has already been approved
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*A fine product
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The Peck, Stow & Wilcox Company

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Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized
This means uniform wear.

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Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch



Charcoal Tinplates

High-Grade genuine Charcoal Plates
Tissue Packed

*Specify "DOMINION CROWN"
on your next order.*

A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE AND METAL

Vol. XXVII.

JANUARY 2, 1915

No. 1

Business Outlook: *By Manufacturers*

Expression of Opinions on Business During the Past Year,—and the Future Possibilities—By Canadian Firms.

IN ACCORDANCE with past custom Hardware and Metal is presenting to its readers in this issue, expressions of opinion, by manufacturers, on business conditions in Canada. Owing to the unprecedented situation which developed during the last half of the year which has just closed, much speculation has existed as to what extent Canadian hardware manufacturers have been affected, and what their views of the future appear to be.

During the past week several score letters have been received by Hardware and Metal from Canadian manufacturers making hardware and allied lines. The writers are representative of all branches of the trade. Extracts from a number of the letters are here appended.

* * *

Ross Rifle Co., Quebec, Que.

"If we remember correctly, we told you about a year ago that our 1913 Sporting business had been exceptionally good, and that we anticipated even increased sales for 1914. Our hopes have been more than realized, as our Sporting trade for 1914 shows close on 75 per cent. increase, being by far the best year in the Sporting line since we have been in business.

The outlook for the coming year is rather problematical, and it is difficult to say just what effect the war will have on the Sporting rifle trade, owing to the existing situation being without precedent.

Reciprocating your kind wishes.

Yours very truly,

ROSS RIFLE COMPANY,

Thomas Craig,

Secretary."

* * *

The Sherwin-Williams Co. of Canada, Ltd., Montreal, Que.

"I acknowledge receipt of your letter of the 14th instant, requesting that I give you my views regarding the present business situation in Canada, and the outlook for the coming New Year. We are so near the close of this year that I consider it would be futile to make any reference to 1914, but rather let us take a prospective view of the 1915 possibilities.

The general trade and financial outlook for 1915, I consider is encouraging, owing to the crops east of Fort William to the Atlantic seaboard having been such good average crops for 1914, and with prices prevailing for all products of the farm being the highest that have yet been obtained, I believe that all manufacturers whose business comes largely from the country districts will do a better business the coming new year than they did for 1914. The

Eastern farmer being so prosperous, their purchasing power is increased and this will mean that the country merchants throughout Eastern Canada ought to do a better business for the coming year than they did for the past.

With regard to what is termed the country business in the Western Provinces, I think we ought to see business better in Manitoba and in the Northern part of Saskatchewan and Alberta, than we did in 1914. In the sections in the Southern part of the Provinces of Alberta and Saskatchewan, business will not be as good as last year, but I should judge that the volume of business in the three Prairie Provinces ought to be equal in 1915, to 1914, and if anything a little bit better. In British Columbia I do not look for any improvement for the coming year.

Business in the large cities and towns throughout Canada, where manufacturing is done in a large way, I do not expect will be very much better than during the past year. I should think that the railway companies would possibly increase their purchases a little more in the new year than they did in the one that is just closing.

Summoning up the country as a whole, I see no reason why manufacturers should not take a hopeful view of the outlook for the New Year and be assured they will do as much business, and I believe more, in 1915 than they did in 1914.

The financial situation as far as our Canadian banks are concerned, is easier and money will be more plentiful. When the war is over Canada will require, to return to her former prosperity, the flow of immigration to her shores again and also foreign capital, both of these will surely come to this great and growing country in time, and I look forward, with the greatest confidence, to the next ten years exceeding, by far, the past ten very prosperous years that we have enjoyed.

As far as our own Company is concerned, I am very pleased to inform you that our orders from the country districts for spring shipment are larger than what they were last year.

Yours very truly,

C. C. BALLANTYNE,

Vice-President and Managing Director."

* * *

The Independent Cordage Co. Ltd., Toronto.

"We have your letter of the 19th inst., and in reply would say that we found trade conditions in Canada for 1914 to be fairly satisfactory.

The consumption of rope was about normal and that of Binder Twine in Ontario and the East was larger than usual, but while there was every promise of a big sale in

the West, the harvest was not as good as expected, and this cut down the requirements in Binder Twine to quite an extent.

Payments have been just as about as usual and we are looking forward to a banner year in Binder Twine for 1915, but at the same time we expect that the consumption of rope will not be quite up to the usual mark, as there will evidently not be the same amount used for construction purposes, and the lobster fishing industry, which consumes a large quantity of rope, is not in very good shape, owing to the market for their products being in Europe to a large extent, and this has been affected very severely by the war.

Yours truly,

THE INDEPENDENT CORDAGE CO., LTD.,
per W. J. Lind.

* * *

Brantford Roofing Co. Ltd., Brantford.

"We have your letter of the 18th instant, asking us our views on the business conditions as they have existed during 1914. As far as we are concerned, while we have been able to turn over a considerable volume of business, we are about 25 per cent. under that of 1913, and the worst feature is that the bulk of the turn-over has been on a class of goods in which there is very little profit—this shows that the people have not had the money to spend and only bought what they could pay for, of a temporary nature.

Things are quiet with us, as usual, at this time of the year, but we take the opportunity of preparing and making contracts for the new year. We cannot see far enough ahead into the business of 1915 to warrant any decided opinion. As you are aware, there are many ready to prophecy as to what will be, and in fact they have no more knowledge than the rest of us. We hear reports of the northwest as being favorable—there being a larger acreage of crops, no doubt stimulated by war conditions, and we also know that they obtained better prices for their 1914 crop than they anticipated.

We are hopeful, however, that business will improve with the opening of the Spring months, and this is as far as we can go.

Your truly,

BRANTFORD ROOFING CO., LTD.,
Fred. Chalcraft, Manager."

* * *

Stevens-Hepner Co. Ltd., Port Elgin, Ont.

"Your favor of 22nd inst. With reference to trade during 1914, we may say that our volume of business has been greater even than that of the previous year. We have run our factory throughout the year full time and with a full staff and, so far as we can see at present, we are likely to continue doing so.

There have always been considerable quantities of Brushes imported from European countries and now that importations from Germany are shut off entirely and the cost of laying down goods from other countries has somewhat increased, owing to higher rates of freight and insurance, we believe that it will help our trade to some extent.

Wholesale merchants invariably place their orders for spring goods in January and we believe that, after the beginning of the New Year, trade in our line will be even better than it has been during the past two months.

Collections have not been quite as good as during former years though we have no great complaint to make and our losses have been very trifling.

So far as our line of goods is concerned, we believe that the outlook for the coming year is fairly bright.

Yours very truly,
STEVENS-HEPNER CO., LTD.,
H. H. Stevens."

* * *

Allan Hills Edge Tool Co. Ltd., Galt, Ont.

"Regarding your letter asking for the writers' opinion as to business conditions during the past year and the probable forecast for the year 1915, would say, as far as our knowledge goes 1914 has been a particularly poor year with those manufacturers supplying the Hardware Trade.

Regarding our own line, our biggest consumers have during the past year bought very lightly. The Railway Companies, as you know, have done as little work as possible. Building permits have dropped to a remarkably low figure as compared with 1913, and Construction Work generally has been particularly quiet. We cannot see why there should be any marked improvement before the 1915 crop is more or less assured.

This depression we think is not due to the War, although undoubtedly it has been to some extent aggravated by it. We first noticed a general quietness about June, 1912, which we believe was about the end of the Real Estate boom out West. Since that time conditions have steadily become worse.

The Lumber Industry is especially quiet, we hear of cases where men are going into the Woods for no pay, simply for their keep.

We think that the Made-in-Canada campaign which has been run very strongly by several newspapers is undoubtedly benefiting a number of lines. Whether it will make any appreciable difference to the Hardware manufacturers we cannot say. Of course, as far as our experience goes, and this condition will be exemplified by looking in any of the Hardware Stores, Hardware Dealers both Wholesale and Retail will probably buy more articles of foreign manufacture than any other line of business in the country.

Your truly,

ALLAN HILLS EDGE TOOL CO., LTD.,
Allan Hills, President."

* * *

Imperial Varnish & Color Co. Ltd., Toronto.

"We acknowledge your request of Dec. 19th., asking an expression of opinion on business in Canada during the year just drawing to a close and also our opinion of the future outlook.

So far as we could observe, the paint trade up till the end of July, business was in a fairly healthy state and while it was not up to the volume done in the previous year we considered that under the circumstances everything was going along as well as could be expected.

The outbreak of the war has altered conditions to such an extent that it is a little difficult as yet to tell what the final outcome will be. For the first six weeks buying of paints and varnishes was restricted as was the case in many other lines. The stopping of building has also affected trade to a very considerable extent, especially in the industrial centres. During the past two months however, we find a gradual tendency to come back to normal conditions, merchants have done some stocking up, others are providing for their spring season of 1915. On the whole the agricultural communities, and those not affected by industries, have shown the most encouraging results and the most liberal buying.

As to the future outlook. The improved financial conditions in Canada and with confidence being restored, we

feel that trade not only in paints but in all lines will come more nearly to normal than has been realized during the past few months. With the increased price of farm products, the encouragement of manufacturing through the "Made in Canada" idea and the general loosening up of money all around, trade is bound to be freer and people will go ahead improving and developing their interests in such a way that staple necessities in hardware and paints will be required as in normal times.

While we do not expect the business of 1912 and 1913 to be repeated, we have every confidence that 1915 will very nearly reach the total of 1914 and will probably exceed them along many lines.

You will please accept this humble expression of opinion as from only one unit in the paint and varnish trade and the still larger trade of Canada.

Thanking you for your well wishes and extending you all the greetings of the season, we are,

Yours very truly,

THE IMPERIAL VARNISH & COLOR CO., LTD.,
per H. E. Mihell,
Sales Promotion Department."

* * *

J. H. Still Mfg. Co., St. Thomas, Ont.

"Your favor of the 21st inst., is to hand, and in reply, business has been very fair with us this year, and while not very brisk at present, we have no reason to complain.

With reference to the outlook for next year, it is looking very good and we think the spring business is going to be good. We do not see any reason why business in Canada should not be good next year, as the farmers have been very prosperous this year, and when the farmers are prosperous, business is always good.

Yours very truly,

J. H. STILL MFG. CO., LTD.,
J. H. Still, President."

* * *

Channell Chemical Co. Ltd., Toronto.

"We are in receipt of your request of the 18th inst., for an expression of opinion on our business conditions in Canada during the past year and the prospects of the future.

The past year, we might state, for us, has been, in the face of the European war, an extremely good one; although it has not come up to the standard we anticipated the year would bring, during the month of January last year. Still, we think that the war is to blame for a good deal of this.

Of course, we have only been here a year and a half and it is hard for us to pass an opinion as to the amount of business that should be done in a year, in ordinary times, in this country; but, we are personally, well pleased with the past year and the future prospects.

During the months of August and September, mail orders dropped very considerably; but, we have, since this war started, been receiving a large number of telegraph orders, the confirmations of which would come by mail. This is not customary with our business, to such a large extent and leads to the one impression; that the jobbers are not stocking only what they must handle until conditions show that there is going to be a continued demand, in spite of the war. We think that this has been very amply proved to the different jobbers; not only from the amount of business they have received but from the tone of their letters and after the first of the year, we think, they will carry a larger stock than they have since the first of August.

We think that business prospects for the future are still as good as they could be any other time.

During the fall months just past we did not decrease the amount of our advertising any whatsoever, over what we anticipated. In fact, we extended it a month longer than is customary and have been very well pleased with the results and we have made our arrangements for advertising next year on just as large a scale as if there were no war, and do not contemplate any depression in that line.

We are sorry that this war has taken place; but, away down somewhere, we have a feeling that it has done us a large amount of good.

We do not know whether we have answered the questions that you wished to know or not but that is the way it appears to us at the present time.

There is no such thing as a pessimistic idea in this office, factory or any of the salesmen. Optimism is spelt in capital letters.

Yours very sincerely,
CHANNEL CHEMICAL CO., LIMITED,
A. T. Channell, President."

* * *

Meakins & Sons, Ltd., Hamilton.

"Replying to your letter of December 19th asking for our opinion as to how business has been during the past year, business in the country districts in Ontario we have found very satisfactory during the past year. Trade, however, in the cities has fallen back very materially. The country districts have to some extent made up for the losses in the cities, Toronto, Hamilton and Ottawa. The city of London we find has kept up its trade remarkably well, in fact without any losses of business. We expect this is on account of having a strictly farming community to sell to. In Quebec province the same thing seems to have occurred. The country districts are satisfactory while the city of Montreal has been very unsatisfactory.

In the Western Provinces, Manitoba business has been satisfactory. Winnipeg city has been fairly well, but west of this, Saskatchewan, Alberta and British Columbia, the business has been very disappointing. Our business in the fall has not been so poor in turn-over on account of the rapidly advancing prices of our products on account of the war which has stimulated trade more than normal in many lines. In Canada we expect our business to be about 80 per cent. of 1913 business, and about equal to 1912 business.

Regarding improvement in business we do not look for very much until next fall. If crops are good throughout Canada, especially in the West we cannot but think that commencing with July and August next, trade will begin to improve very materially. We remain

Yours truly,
MEAKINS & SONS, LTD.,
W. Meakins."

* * *

The Wm. Cane & Sons Co. Ltd., Newmarket.

"We have yours of the 19th. Would state that we have nothing unusual to report about the business that has come to us during the year just drawing to a close. The early part of the year was very satisfactory to us, but like many other industries, since the declaration of war, our market has considerably narrowed up, and we find a great deal of difficulty in keeping as many men employed here as we would wish. In our opinion the liquid assets in the financial statement of the largest banks would be better employed in financing the production of articles that will be required, in the near future instead of being kept to look

at, and to be pointed to as an evidence of their strength. Many operations have been closed down from lack of money throwing men out of employment, that would under ordinary conditions have had employment on work that will be required positively, even though the date of that requirement is a little postponed by reason of the present war.

We know from the beginning of the war, the way it began and from the position the Empire has taken that there will be no peace and that the war will continue until the Allies are successful. There is, therefore, no doubt of the result. We are not alone in this belief, which is, we believe shared by every Canadian, as well as every British subject in every part of the world. It seems to us, that we as Canadians, should not commence to slacken our operations one iota, but should rather prepare for an era of increased prosperity such as this country has never seen, immediately on the cessation of war, business will be offered to manufacturers and merchants on this side by British and Continental houses, that we will find it hard to handle.

We are not complaining, we believe our business is not worse off than many others. We are endeavoring to secure articles to manufacture that have formerly been imported into this country from Germany and Austria. So far nothing much has been offered to us that is used in this country to any extent.

We enclose price list for both territories in fact for all three territories covering our Ice Cream Freezers for the coming season. These prices are subject to a discount of 50 per cent. to the retail trade, F.O.B. warehouses of wholesalers. As these freezers are the only freezers that are manufactured in Canada, we have reason to believe, that there will perhaps be a little extra interest taken in them this year on that account.

We also are looking forward to a general improvement in trade conditions, after the inventory of the wholesales has been taken. Trade is reported as good in country places and the wholesales, have we believe, been withholding orders until after inventory.

We are,
Your truly,
THE WM. CANE & SONS CO., LTD.,
Per W. H. S. Cane."

* * *

The Consolidated Plate Glass Co. Ltd., Toronto.

"The slackness in the glass trade of 1913 continued on into the Spring of 1914. With the improved money conditions, however, there was every prospect of brisk building in the Fall months. The advent of War in August destroyed this hope and the anticipated good trade was not realized. Under these exceedingly adverse conditions, however, business has been better than was to have been expected. In the North West Provinces there is a decidedly better feeling, and credits are on a firmer basis than in the preceding year. In the Province of Ontario, city construction fell off substantially but this was in part compensated for by the good demand for Window Glass in the smaller towns and cities which are not so affected by tight money but are locally affected by the good crops. In the Maritime Provinces business is not much below normal. In Montreal and the Province of Quebec the glass trade has been reasonably good. Always heretofore most of the Window and Plate Glass supplied to Canada has come from Belgium. With the outbreak of War this source was destroyed and the United States became the large supplying market with the exception of one factory in England whose output was very greatly

reduced by reason of so many of its employees being called to the war. The American manufacturers are in a position to supply all other requirements in this market but the American prices being on so much higher level than the Belgium have necessitated very large advances to the retail trade. These advances have been well received by the trade having a knowledge of the circumstances and realizing that the United States will be at best only a temporary source, and Canadian dealers are fortunate in having so close at hand factories able to satisfy their requirements both in quantity and in quality.

While it is to be anticipated there will be more or less business during 1915 yet it is reasonable to suppose that as long as the War continues building on a large scale will be very much restricted and those Jobbers of Contractors' supplies must to a certain extent mark time. While the outlook is not favorable yet the attitude of the trade is cheerful.

Your truly,
THE CONSOLIDATED PLATE GLASS CO.,
of Canada, Limited.

John W. Hobbs.

* * *

Richards-Wilcox Canadian Co., London.

"The total volume in business in hardware lines in Canada for 1914, is doubtless smaller than previous years, but the increasing loyalty of Canadian dealers and consumers, toward Canadian-made goods is having a very appreciable effect in holding up the volume of business for Canadian manufacturers. We look to see this movement grow steadily.

In our opinion, the two prime factors that determine volume of business in Canada are money and crops. The new U. S. banking law has liberated an immense sum of gold which constitutes a very important replenishment of capital. This influence with others lowering the interest rate and indicates cheap money in 1915. Acreage is being largely increased throughout Canada and high-prices are stimulating farmers to increased production in all lines. Barring a crop failure, we are assured a good year.

Yours very truly,
RICHARDS-WILCOX CANADIAN CO., LTD.,
Wm. R. Yendall, Manager."

* * *

The Metallic Roofing Co. of Canada, Ltd., Toronto.

"Replying to your favor of the 18th inst., building operations, as you are no doubt aware, were considerably curtailed throughout the Dominion owing to the financial stringency prior to the commencement of the War, the outbreak of which had a further depressing effect.

Speculative building, however, was being very much overdone in various parts of the country, and it will eventually be a good thing that undue speculation of various kinds has been put a stop to.

The output of building material in many lines was naturally less than during the year 1913, and collections, particularly in the Western Provinces, were not very satisfactory.

The country generally is in a sound condition, and through the weeding out of many of the incompetent and weak builders and retail dealers a more substantial class will be left to deal with, and although the volume of business for the coming year may not be very large, still it should be reasonably satisfactory.

At present, of course, we are all facing the usual Winter slackness in building operations, but as manufacturers are anxious to keep their workmen employed they

are offering goods at unusually low prices frequently regardless of profit. The consumers, of course, are getting the benefit of this, and it is a very favorable time for them to buy anything that they may require in the way of Sheet Metal Building Material, and they will be well advised to take advantage of their present opportunities in this respect.

Your truly,
THE METALLIC ROOFING CO. OF CAN., LTD.,
J. W. Thorn, Managing-Director."

The Galt Stove & Furnace Co. Ltd. Galt.

"The trade conditions for the first six months of 1914 were very satisfactory. About June the financial conditions became curtailed and the loan companies refused to advance money on both legitimate and speculative building which closed up the building operations. This refers to the larger cities especially and naturally when the building operations were curtailed the furnace business was curtailed accordingly and hence the requirements for furnaces during the last six months were not as large as in previous years. Owing to the number of people being either on short time or unemployed during the last three months it has also curtailed the purchasing powers and this, combined with the comparatively mild weather during October to the middle of November, the demand for stoves has become exceptionally limited and hence the business in this line was not nearly as good as formerly. The conditions for 1915 do not appear to be very prosperous and unless financial conditions change considerably we can look to nothing very promising.

Your truly,
THE GALT STOVE & FURNACE CO., LTD.,
J. Sobrt."

The Erie Iron Works Ltd., St. Thomas, Ont.

"On the whole, I do not think that we Canadians should consider that we have passed through a year of such adverse circumstances as we might have. The number of failures in business is not, apparently, much greater than in more prosperous times. The tightening process of money matters has been the means of creating much more caution and all businesses that survive the present times will be in excellent shape to take advantage of the developments which are certain to take place eventually.

We suppose that nearly everyone who is going through the present year will have had full experience in connection with the difficulties that have arisen. We can only speak from our own standpoint and from the general business idea which has been discussed through the press and in conversation with business men on the subject.

1914 has apparently been the culmination of the usual cycle. It is usually expected that every seven years a change in business matters comes, as more or less of a crisis. The reason is, according to my interpretation, the fact that almost every person expects there will never be any failure with reference to prosperity and the depression comes through over confidence, and neglect, as the natural outcome of that phase. At the time of extreme depression the change takes place and gradually works up and continues for possibly three or four years and the people are so optimistic, that they do not believe that there will be any depression, and they are more or less careless and extravagant in their living producing the conditions which lead down again to the actual depression which is felt every six or seven years.

In 1914 while conditions of this kind have been taking place in Canada, we believe, have been accentuated by the over speculation of both farm and city real estate origi-

nating from our fair western provinces, and this was beginning to be felt early in 1913 and became more apparent about the beginning of 1914. We believe that the large financial institutions of the European countries expected that the present war would take place sooner or later and they were preparing for it and this no doubt had some effect on the general condition of finances in Canada. We believe the Dominion of Canada would be able to recuperate from any depression far more rapidly than any other country in the world.

For 1915 it is difficult to say very much. The writer is of the opinion that if the European war should conclude not later than March, Canada would be able to recover very rapidly from any adverse effects which this has had. Should the war continue past the time for seeding, in the grain producing countries it would take much longer for a general recuperation, for the reason that countries engaged in the war (nearly all large agricultural countries) will pay very little attention to agricultural pursuits and the yield of grain and other products will be reduced to a small amount, causing the countries engaged, first, to use up all their seed grain, and then enter the market for what can be purchased, enhancing the price for the time being, a few being benefited, but the reaction causing more or less distress. The countries engaged in the war will be hoarding all the money they can possibly secure for war purposes and this withdrawal from circulation will hamper neutral countries from being able to continue their peaceful occupation as they would under normal conditions. Canadians will not be able to take as much advantage as their great agricultural productive section on account, more or less, of the lack of ready cash, as also if the war continues for the whole of 1915 or towards the end of the year, Canada will be sending, or having in training, some 200,000 soldiers which will take that many from the agricultural and manufacturing institutions in Canada. We feel sure that if Canada is not invaded herself that she will recuperate more quickly than any other country in the world. The disastrous condition of affairs in Europe will be a lesson to the people of the world for some time to come, but the unfortunate feature is that as soon as one generation is gone from this world this lesson, probably, will be forgotten and in course of time a like disaster may occur.

We might state, that the business of the Erie Iron Works, has suffered very little during 1914. One reason is the products, which we manufacture, are all needed in agricultural work and we have not endeavored to penetrate any market except the Canadian Market and in previous years we have not had an abnormal output. We believe that this phase will be conceded by nearly every small manufacturer. We are of the opinion that the larger concerns who are specializing in some particular article for the expert trade or for the trade peculiar to the Western Canadian trade which has dropped away on account of the re-action caused by the over-speculation, have felt the depression more than the smaller concerns. We sincerely hope financial concerns, large and small, will endeavor to prevent the recurrence of over-speculation in the future.

Canada is the coming country. But our politicians will do well to heed the approaching times, we have now quite a cosmopolitan population which is going to be greatly increased very shortly. Very careful legislation will need to be enacted and carried out and we shall need a goodly number of very strong minded, able, men, at the head of affairs in our great and glorious God-Given Dominion.

We remain
Your truly,
ERIE IRON WORKS LTD.,
W. G. Rogers,"

A. C. Leslie & Co. Ltd., Montreal.

"In reply to your letter of the 19th inst., we have, of course, experienced some contraction of business and depreciation of values during the year just closing, but think that under such exceptional circumstances, the trade has held its own remarkably well. A gratifying feature has been the small number of failures, and the generally sound financial condition of both merchants and manufacturers.

Regarding the outlook for the future, while it cannot be said that there is any marked improvement, we have found growing confidence on the part of buyers that the lowest point had been reached in prices generally, and a disposition to cover requirements well into next year, especially for goods where the farming community would be the ultimate consumers and we have every reason to think that conditions will steadily improve.

Yours truly,

A. C. LESLIE & CO., LTD.,

A. C. Leslie, President."

* * *

A large number of letters have been received from firms who do not wish their names to appear. A few of the letters are here appended. In each case the letter is from a large and well-known firm.

* * *

By a Hardware Manufacturer.

"Answering your letter of the 19th, regarding conditions of business during the past year and prospects for the future—briefly, in Hardware Lines—the position is this:—

British Columbia Sales 5 per cent. of normal.

Manitoba—10 per cent. of normal.

Ontario—60 per cent. of normal.

Quebec—100 per cent. of normal.

Maritime Provinces—100 per cent. of normal.

Prospects for the future—unknown and he would be a courageous man who would anticipate them—in fact he would have more courage than knowledge.

The cry has been that there is no money—consequently, no one is spending any. We think there would be a good deal more money if the Jobbing Trade had not sent so much of it into the United States for American materials—as a matter of fact in the West 60 per cent. to 70 per cent. of all the purchases are made in the United States—consequently, 60 per cent. to 70 per cent. of all the wages earned is sent to United States to buy American goods.

If large buyers will cut in two the sizes of all the Cheques they send to the United States there will be money enough in Canada to take care of all in times of depression—and in fact there will be better times when things are good—we have not heard of any Seattle, St. Paul, Chicago, Detroit, Buffalo or New York Jobbing Houses sending money over to Canada for purchase of materials of any kind.

All of which is some food for thought.

Yours truly,

HARDWARE MANUFACTURER."

* * *

By a Sheet Metal Manufacturer.

"Business conditions in Canada during the year 1914 left much to be desired. In the first place the country was slowly recovering from a set-back which started some time the latter part of 1913 and which was caused possibly wholly by the undue speculation in lands in the West, when the European War caused a serious relapse. It will take some time for Canada to be once more where she was last year but there is no doubt in the world but that a great

improvement is noticeable and when conditions are analyzed it is indeed marvelous, how little the country has suffered from the general chaos caused by the conflict in the Old Country. These remarks are, of course, in regard to the condition of the country as a whole. Our policy has been that when times are bad then is the time to fight the hardest and the consequence is that while naturally enough we are not doing the business we would like to do, we are doing far more than if we had become discouraged and made no effort at all."

* * *

By a Stove Manufacturer.

"There is so little to go in the way of previous experience that the writer hesitates to prophecy as regards to business conditions for the coming year, but we are hopeful that there may be some improvement.

* * *

By a Western Canada Hardware Wholesaler.

"Answering your favor of the 19th inst., regarding business conditions, the year just closing has been a very trying one, both for the retailer and the wholesaler in the West. While the cities have suffered as a result of the suspension of building loans, the country has been chiefly affected by the crop failure which was more or less general. With the bulk of the wheat crop shipped, it is evident that the early estimations of the total yield were considerably overestimated, and even with the enhanced price of the value of the grain, available for sale, beyond what the farmers required for their own use, was far less in value than last year, consequently business is quiet, and will most likely remain so, during the early part of 1915.

While there is a considerable increase in the acreage, and the ground in first class condition, making it possible for the seed to be sown next year under favorable conditions, it is not likely that this will have any great effect upon business until the crop is cut. The farmers and the retailers have not been able to clean up their accounts this Fall, and business will be conducted on practically a cash basis generally until the success of another crop is assured.

The Moratorium which the Province of Saskatchewan is holding over the heads of the wholesalers, if any of the retailers are in the opinion of the Government, being unduly pressed, will mean that greater care than ever will have to be put in force by the wholesalers in extending further credits next Spring, so that taking all in all it is a matter of marking time for the first six months, and being content with a limited turnover, and having in mind that the last three or four months of the year will show a good turnover, if we are favored with an average crop, sold at what will no doubt be high prices."

* * *

By a Woodenware and Wood Products Manufacturer.

"We are in receipt of yours of the 18th and it is a little hard for us to give you an expression as to what the future business prospects are going to be.

Of course during the past year our business has fallen off considerably, but not as much probably as some other firms. We are mighty thankful for what we have got. This time last year we shipped our goods out in car load lots to the West, but at the present time we have no Western orders at all on file, and from the advices that we have received from our selling representatives, no one will place an order until after the first of the year.

Placing orders for Spring delivery is pretty fair in Ontario. If all reports are true after the first of the year,

business will pick up considerably and it will all come in a rush, providing everyone who is holding off until then will place their orders.

We cannot give you any definite information or prospect for future business at all, as we are not in a position to do so."

* * *

By a Hardware Stove Manufacturer.

"Speaking for conditions relating to our own line only, we must say that 1914 has shown a considerable decrease. There is no doubt but what business was due for a depression early in the year, which was felt to some extent by ourselves. These conditions were aggravated by the declaration of war in August, which resulted in even a closer grip being made on the Money Bags by the Bankers and Financial Men, which in itself is an undisguised blessing, as we firmly believe it has put a stop to "wild cat" speculation. Of course, the scarcity of money will be felt for another year or more, but we hardly expect to the same extent during 1915 as in the year just passing. The prospects for next year, as far as we can see, are much brighter; owing to the fact that the Farmers in particular are going to produce more goods, which means considerable increase in money circulation, which will be reflected in the manufacturing centres.

We feel satisfied that should the war last even another year, or longer, that business will be on a much stronger basis, and greater confidence will be restored throughout the entire country. To further this, the "Made-in-Canada Campaign" should not be allowed to lose any of its present energy.

No doubt you have heard the same ideas that we mention expressed by many Manufacturers, but the feeling of this Company is that a brighter future is before us, but in the meantime there will have to be a close watch kept on the Pocket Book."



What Other Hardwaremen Do

On Cash Basis.

AS usual at this season of the year quite a number of firms are announcing that beginning with the first of the New Year they will run their business on a cash basis.

One Alberta firm in making the announcement states as follows:

"After carefully considering the matter we have decided that it is best for everyone concerned that we put our business on a Cash Basis.

Therefore on January 1st, 1915, we will close our books and sell strictly for Cash.

There are so many points in favor of a cash business that we cannot mention them all here but the principal result will be that we can sell cheaper, which after all is the point that affects both merchant and buyer most vitally.

It is a well-known fact that the merchant who takes his cash discounts is the one who makes money and if that is true of a merchant it is doubly true of the customer because the customer is obliged to buy in order to supply his or her needs while the merchant may buy or not as he chooses, so you see the customer with the cash is in a position to take advantage of the great savings offered in desirable goods which we with our cash can constantly demand in the larger markets.

We have always endeavored to give you the lowest possible prices on goods, but we are confident that, with your co-operation and cash, we can still do better by taking our discounts and prepayments and give goods at still lower prices, and we will both be very much better off at the end of the year."

A Stove Pipe Gun

MANY Canadian hardwaremen have drawn considerable attention to their stores by displaying miniature warships, composed of various kinds of hardware. Any display that is unique and has a direct reference to the war, will attract attention just now. The accompanying sketch shows a gun, built of stove pipe, which was displayed in the store of the James Walker Hardware Co., Ltd., St. James St., Montreal. It was built inside of thirty minutes by Frank Gibbs, a stock boy, fifteen years of age, so that other hardware clerks should have little difficulty in devising something just as good.

This cannon was built up of eight joints of pipe, eleven elbows, four tees, and one taper length to form the mouth of the gun. The stove pipe used was seven-inch, though six or eight-inch pipe would serve just as well. The more massive the gun, the more imposing in appearance. The wheels, as can be seen, are built from three lengths of pipe, four elbows, and one tee. It is to these two tees that elbows are attached, connected by another tee which carries the barrel of the gun.

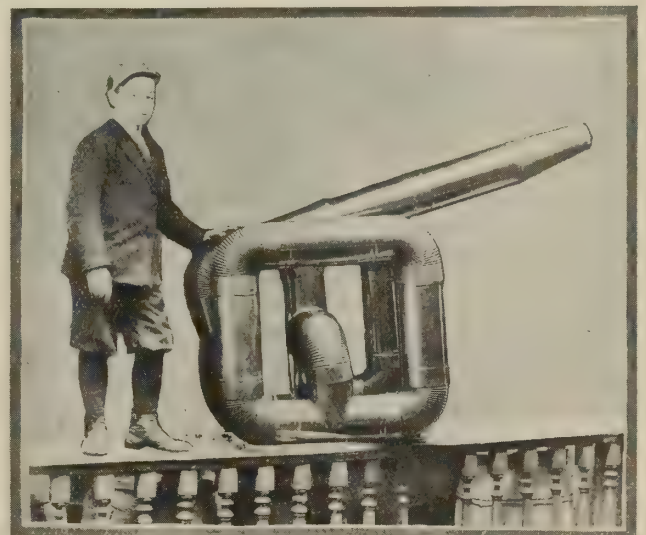
The breach is composed of an elbow and tee, which balances the barrel, enabling it to be swung at any angle desired. The two elbows connecting the tees in each wheel act as bearings on which the gun will swing.

It is a display which will prove effective as an attraction, and can either be placed inside the store, guarding the doorway, or in the window. A large ticket should accompany it, with a few appropriate words, such as: "We aim to please," or "The German Jack Johnson." Considerable business in stove piping should be secured by this display, especially in country districts.

* * *

The employees of the Cobalt branch of the Geo. Taylor Hardware, Ltd., have each donated one day's pay per month for the months of December and January, in aid of the Canadian Patriotic Fund, Belgian Relief Fund and the Central Relief Society.

The Strathmore Hardware Co., Strathmore, Alta., in wishing their friends a Happy Xmas announced that during 1915 they would send out a series of twelve monthly calendars comprising twelve views of the construction of the Panama Canal.



FRANK GIBBS,

Stock boy, fifteen years of age, with the James Walker Hardware Co., Montreal, and the "German Jack Johnson" he constructed with stove pipes.



VOL. XXVII. No. 1

Toronto, Canada, January 2, 1914

Two Dollars per Year

Editorial Briefs

A HAPPY and Prosperous New Year to all.

POVERTY IS no disgrace, but that's about all that can be said in its favor.

THE OPPORTUNITY of a lifetime must be seized in the lifetime of the opportunity.

THERE IS no time or place just now for Mr. Facing-Both-Ways. Look ahead; not behind.

THE BUSINESS that runs smoothly believes in using more sweet oil and doing less grinding.

IF YOU look at 1914 at all, now, see that you do it over your shoulder. You are facing 1915-wards.

ACCORDING to the Kaiser, "Germany will brook no rivals." Does that explain the vindictive bombardment of a lunatic asylum in Poland?

LOOKING through a cotton bale for concealed munitions of war would seem like magic a generation ago. Now the X-ray is a commonplace.

HERE'S THE best New Year's resolution of all: To make no new resolutions that I do not intend to keep every day for the next year and every hour of every day.

THE MAN who makes a New Year's resolution and breaks it in a month is better off than the man who doesn't even bother to keep a resolution for one month.

THERE ARE a lot of people who think more of a cheerful manner than they do of a five per cent. discount. Cordiality is the cheapest thing you can dispense in your store.

A CALGARY newspaper says:—A shortage of horses in America is sure to be one of the results of the war. Indications are that the time will come when any old sort of skate will be worth oodles of money.

"AFTER THE WAR," says Von Bethman Hollweg, "the world must know that nobody can touch a hair

of a German's head and remain unpunished." Even the censor admits that this statement is much too bald to require cutting.

THE TIME has now come to bring out the old resolutions, which we bring from retirement every New Year's and use for a short space, only to discard again. Even if their use is short-lived, we benefit from them. They keep us stirred up.

Canada's Position.

ELSEWHERE in this issue we have published a great many letters from Canadian hardware manufacturers. The letters express the thoughts, of many of our biggest and best Canadian business men, regarding business conditions of the past year and future possibilities. Canada like all other countries has been passing through a very critical period and despite the fact that a serious business depression has existed, as far as many lines are concerned, we as Canadians have much to be thankful for. The consensus of opinion is that the future has many good things in store for us. We are now and have for some time past been learning a great many much-needed lessons. The crisis through which we are now passing and which some people state is the worst we have ever experienced will teach us the lesson of thinking more about our business—our methods of doing business—the men who control our business affairs—whether we are doing things right or wrong—and whether or not we have in the past, on account of our wealth and opportunities been trusting too much to luck instead of buckling down to business along legitimate and well-thought-out lines.

If because of present conditions and the present crisis we should change from makeshift organization into definite buying and selling, careful and definite planning, financing, and manufacturing — if we eliminate all wild-cat speculation and carry on business in a legitimate manner, paying our accounts when due and not endeavoring to carry a top-heavy load, the progress in the commercial and industrial life during the next few years, should and probably will be far greater than has been the progress during any past years. In nearly all branches of the trade we find that manufacturers firmly believe that after the present disturbances have passed away our country, will experience an era of unbounded prosperity conducted on a sound basis.

Canadian Leaders.

IN ONE of the letters published elsewhere in this issue a manufacturer states as follows: "Canada is the coming country. But our politicians will do well to heed approaching times, we have now quite a cosmopolitan population which is going to be greatly increased very shortly. Very careful legislation will need to be enacted and carried out and we shall need a greater number of very strong-minded, able men at the head of our great and glorious God-given Dominion."

The manufacturer has struck the right chord. We need many more practical business men who will take an interest in our national problems. It is true that many of our most successful and bravest business men are doing their share in directing the affairs of the Dominion, but the number should be much larger. There is a crying need for practical business men in our municipal, provincial and Dominion governing bodies. In the past, too many Canadians have only taken a half-hearted interest in the affairs of the Dominion. It is the duty of every business man to study carefully the affairs of our country and when need be to offer their services and do their share in developing a country which has greater future possibilities than any other country on earth. We need the leadership of the ablest business and professional men in Canada—men who are specialists in their respective lines. With proper leadership every department of our industrial life will in a few years develop at a more rapid rate than that of any other country in the world.

Conditions in the East.

THE end of the year is a time for retrospection—and a retrospective eye can find much of interest in connection with the trade during the past few months since the outbreak of the war in Europe. The end of the year too finds that many of the wholesale firms are taking stock and making up their annual statements and they are therefore in a position to speak of the effect of the war up to the present time. From inquiries which have been made in Montreal the consensus of opinion is that conditions for the year 1914 will show just as good and perhaps a little better than for 1913.

This may sound like an optimistic statement in view of the state of trade, but the fact remains that throughout the rural sections of Quebec and the Maritime provinces the effect of the war has not been felt. Actually there has been some improvement in this department of the trade which with the general improvement shown in some earlier months has had the effect of counterbalancing the deficit shown in the larger cities and manufacturing centres.

The hardware trade in Montreal from the first seemed to feel the effect of the war comparatively little. There was no shifting of prices excepting where adjustments were required and there have been no very radical changes to this day. Good prices for farm products helped out the farmers and the country demand kept up to normal and in fact a little better at some points.

As to the future the outlook is not dark. True it must be expected that there will be a quiet January, for the city business is dull and the country will not be doing much now for a month or so. Also it must be expected that there will be a falling off in

the department for builders' hardware and materials. But there is no reason why country business should not be good in the spring and summer and this will carry the trade through as it has done since the 1st of August.

Houses doing business in the West report that in that quarter there has been a distinct change; in fact in some cases they have withdrawn their forces so far as possible.

Colored Alcohol.

DURING the past few years a number of retail hardwaremen have been heavily fined for selling wood alcohol in containers which did not bear the proper label. The retailers did not infringe on the law intentionally. Each province has its own law with regard to the labeling of wood alcohol and in addition there is a regulation applying to the whole Dominion. The regulations in their present form are rather conflicting and hardwaremen were for a long time rather perplexed as to just what the law called for in the way of labels. Some time ago the matter was taken up by Hardware and Metal and complete regulations as they affect the various provinces were published. Despite the fact that every precaution is taken to guard against the carelessness and ignorance of individuals there are still a large number of deaths each year for which wood alcohol is responsible. A similar condition exists in the United States. It has been suggested that the United States should follow the example of Sweden and color wood alcohol so that it may instantly be distinguished from grain alcohol. A poison label is not sufficient warning apparently to the careless, but colored liquid could not be mistaken as readily as is the colorless liquid which sometimes cannot be distinguished from a poison until it is absorbed into somebody's system.

The suggestion is one worthy of consideration by Canadian producers and distributors. It may be that for some purposes uncolored alcohol would be preferable but in the majority of cases the colored product should meet all requirements, and at the same time act as a protection against carelessness.

A New Series.

IN this issue Hardware and Metal is commencing a new series of articles entitled "Cardwriting Made Easy." As we stated some time ago, when we announced that the new series would start with the first issue of the New Year, this will be a "Show-Card-Made-Easy" course. R. T. D. Edwards, the writer of the series, has given his best endeavors to make this the simplest course that has ever been presented to the readers of any business paper in Canada. He has cut out what he terms the "red-tape" in card-writing and has got right down to business from the drop of the hat. The lessons will be so prepared that the student will be writing cards from the commencement of his studies.

Mr. Edwards is himself one of the best card-writers in the Dominion. Last year he distinguished himself at the convention of the Canadian Window Trimmers' Association by winning first prize with a series of finely written cards. The first article appears in this issue and is only one of many new features which we will introduce during the next few weeks.

A Person and a Personality

SENECA, a great Roman writer and philosopher, once said, "We complain that life is too short, yet we live each day as if it were a thousand years."

The life of the average individual is principally occupied in rendering excuses, making explanations, and in listening to idle gossip.

The average man makes but little of his chances, which assertion is proved by the fact that a few men in one day of eight hours often accomplish more than many men in a lifetime of seventy years.

Life is simply a matter of concentration. *You are what you set out to be.* The things you read to-day and the things you think to-day are the things you become to-morrow. You are a composite of the things you say, the books you read, the thoughts you think, the company you keep and the things you aspire to become.

So, then, here is a recipe for improving the individual and evolving your life into success. Time is your only asset. Each moment is a golden treasure and the way you spend it shapes your life as an individual.

If you would simply devote thirty minutes of each day to the study of some splendid idea, to the improvement of your mind, in obtaining a more accurate knowledge of your business, in studying the thoughts of some great man who has left the world better because of his having lived, in search of the secret of the success of great business men, you would in ten years' time evolve into a giant of intellectual strength with power to follow any plan or idea to final and positive success.

That is what you can actually do through the right investment of thirty minutes each day.

Time knows no prejudices, makes no promises, keeps no records and asks no questions. You are here for a purpose and each moment you spend foolishly or frivolously is lost for all time—simply thrown into the waste-basket of indifference. You come into this world from an eternity of which you know but little, watch the hour hand on the face of time for a little while and return to that eternity from which you have come.

Unless you know the value of each moment as an investment, each day that passes is only a stumbling block that sends you blundering on into the indifference, helplessness and decline of old age.

Then the question is—what are you going to do with each hour and what are you going to do with life? Are you going to drift through its wealth and beauty, satisfied with your inefficiency, incompetency, idleness and ignorance? Are you going to leave untouched the treasures of the world in which you live? Are you going to betray yourself and your chances?

Are you going to remain content with your own limited knowledge when you can keep in touch with the great thoughts and ideas of the great men who have influenced the world? Are you going to bury your head in your desk and shut out the light of experience and the success of other men?

In other words—are you going to be a failure and in the evening of life go down the other side without having accomplished some great and splendid thing? Are you going to use these thirty minutes each day, to know more, to learn more and to understand? It is up to you.

Opportunity is pounding a perpetual tattoo on your door and follows you with a club from the time of your rising to the time of your retiring. The question is—are you to be a *person* or a *personality*?

The way you invest this half hour is going to decide, and your life's work will say if you have been a success or if your life has been a travesty—a mockery filled with idleness, indifference and uselessness.

Do you believe in your work, in loyalty to your employer, in devotion to your business? Do you believe in honest service, in honest thought, in the divinity of the thing you do or the thing you sell? Do you intend to be an individual or a nonentity? As a man it is absolutely and entirely up to you. Are you going to get busy and when do you expect to begin?

Efficiency

War Legislation Bearing on Credits

War Legislation of Saskatchewan Government — Complicated Situation From the Standpoint of Wholesaler and Retailer.

Written for Hardware and Metal by Henry Lewis.

AT A TIME like the present, any action which seems likely to undermine credits is exceedingly serious. Some rather misunderstood legislation recently enacted by the provincial government of Saskatchewan, has, it is feared, a tendency to so upset trade equilibrium. As a result, retailers and wholesalers alike are considerably disturbed.

As has been indicated this enactment of the government, is rather less clearly understood than is the usual government measure—befogged as it customarily is with legal terms. It appears, however, that the government has itself to thank for a good deal of this misunderstanding. It also appears that while measures so far put into effect have only a limited bearing upon the retail and wholesale hardware, grocery, and dry goods men, the government has yet reserved unto itself rights, which, if enforced, will have a very decided bearing upon all doing business in this province.

The war legislation which has actually been passed by the Saskatchewan government has been summarized as follows:—

War Legislation Saskatchewan.

“Protecting Volunteers or Reservists Only. No action for cancellation of agreements of sale of land, bond, mortgage, lien or other encumbrance affecting land to be taken until six months’ have expired for the date of the Proclamation, which was the 21st of October.

“Protecting All Classes. No action for cancellation of any contract or agreement for the sale of land shall be taken by a vendor except in a court of competent jurisdiction, but same can be determined by mutual agreement between the parties. (This took effect from the 1st of October.)

“On the 19th of November it was proclaimed that no personal property belonging to a debtor by virtue of a conditional sale, lien agreement or hire receipt shall during a period of six months’ from that date be seized or sold under a chattel mortgage or bill of sale intended to operate as a mortgage or under such conditional sale, lien agreement or hire receipt until the consent of the sheriff of the judicial district had been obtained; all seizures under the above must be made by the sheriff or his nominee; the sheriff shall be allowed discretionary powers to deal with the seizure in a manner to prevent hardship and his decision shall be absolute.

“This applies to seizures made prior to the proclamation where the goods have not been sold.

“It is now an offence for any other party than the sheriff or his nominee to make such seizure, the penalty being a fine or imprisonment.”

A Broad Hint.

This legislation, somewhat difficult as it is to understand, really has apparently little bearing for the retail and wholesale dealers. It treats largely of conditional sales, and so principally affects machinery companies, and to a certain extent flour concerns. The cause for uneasiness to the retailer and the wholesaler, therefore, is not what is written, but what the government very clearly indicates may be written. At the present time, in short, men doing business in Saskatchewan are under the surveillance of the government. An indication of this probably can best be given by quoting herewith a letter received by a Western wholesale house from the Department of Agriculture at Regina:—

Regina, Sask., Dec. 15, '14.

Dear Sir,—Mr. — has sent us copies of correspondence with your Company extending over the past two years. You are doubtless aware that the crop in the — district was practically a failure. On this account customers who usually pay promptly when the harvest is over have been unable this year to meet their obligations. Mr. —’s statement shows a good surplus and he has been building up a good business and would no doubt put your account in good shape this fall if the crop had been normal.

As, no doubt, you are aware the Government of Saskatchewan have lately passed an act to give protection to the farmers against harsh treatment from their creditors. We find also that it is necessary to give protection to merchants who are endeavoring to exercise leniency with their customers and while of course the Act was not framed with the intention of intervening between wholesale and retail houses it is so framed that it can be extended at any time to cover all business transactions or any individual case. We however, feel satisfied that it is only necessary to place the matter before the wholesale creditors in order to get right treatment for the merchants who are at the present time unable through

stress of circumstances to help themselves.

Signed (F. H. Auld),
Secretary.

Wholesalers and Retailers Anxious.

Notice, in this letter, the statement that the government has an act so framed that “it can be extended at any time to cover all business transactions.” It is no little wonder the wholesalers are nervous? But it appears that the wholesalers have only cause for fear because there is in the first place great ground for fear on the part of the retailers.

Notice the first sentence of this letter from the department of agriculture. Mr. — has sent the government correspondence from the wholesale house. This indicates pretty clearly, that, as in other cases, the government has first received word from a farmer, that, Mr. — is pressing for collection, which the farmer claims to be unable to make. The agricultural department then writes the dealer, suggesting that he cease his efforts to make collection. The dealer then writes the government stating that it is up to them to make the wholesaler cease pressing for their collection. Hence comes the letter from the government to the wholesaler.

As far as can be learned, there is not at the present time anything actually in the act which prevents a retailer from pressing for collections. If a merchant, say in Maple Creek, feels that John Doe, farmer, should make payment of the account which he has been running for the past year, he can issue a writ against John Doe. John Doe, however, can write the government complaining of his crop, and so the whole matter can be stopped by such letters as the one quoted above.

There is another point in this letter from the department of agriculture—and it should be stated here that this letter is not a single instance of the government’s action, several such have been received by wholesale dealers, and from what can be learned a number of retailers have received similar missives. It is stated that Mr. —’s statement shows a good business. It is of course a question here as to who should be the judge of this. The thoughtful retailer will realize the necessity of a careful estimate of stability. It is the competition from men on the verge of bankruptcy which is mostly

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A Distinctive Hunting Goods Display



Novel window display of hunting goods arranged by D. A. Smith for Smith & Gaetz, Red Deer, Alta.

WINDOW displays of guns and rifles will always attract a great deal of attention, especially when novel features are introduced into the display. The above display was arranged by D. A. Smith, for Smith & Gaetz, hardware merchants, Red Deer, Alta., and we have been informed by the firm that the display attracted a great deal of attention. The display was so much away from the ordinary run of displays on account of the background showing mountains, hills, animals, etc., in miniature, that Hardware and Metal asked Mr. Smith, the window trimmer, if he would let the readers of this paper know how he proceeded in arranging the display and what materials were used. His reply in part was as follows:

"Replying to your letter of recent date regarding materials used in window display, I may say that the foreground was built of moss, shaped into hills and valleys, with small spruce trees dotted along the hill-sides. The mountains in the background were made up of a forest green tissue paper, capped with cotton batting and diamond dust to represent snow and glaciers. At the foot of the large glacier, in the centre of the group of mountains, a waterfall forming into a river and running into the lake, is made by the use of an unseen water connection and drain which allowed the continuous running of the water. The sky is formed from sky blue cheese cloth with heavy white paper underneath in which the moon is cut and a large electric light just behind the opening gives the necessary light. The upper part of the background is all filled in with autumn leaves and capped with an especially large moose head and two deer heads. The moose and one deer head do not show in the photo, being out of range of the photographer. On the right hand pillar, heads of lynx and coyote finish the background. The shack is made of small spruce logs with moss-covered roof and on the front and left ends of the house, small hides cut to represent deer or moose hides are hung up to dry. On the mountain sides may be seen such animals as deer, bear, coyote, and higher up, the mountain goats, in miniature size, which gave the effect of the animals at a distance."

The Value of the Wholesaler of Hardware as a Distributor, and Reasons Why He Is Essential*

By W. J. Featherstone—The W. Bingham Co., Cleveland.

“AND the famine was over all the face of the earth, and Joseph opened all the storehouses and sold unto the Egyptians, and the famine waxed sore in the land of Egypt. And all the countries came into Egypt to Joseph for to buy corn, because that the famine was so sore in all lands.”

—Genesis 41: 56-57.

The above lines refer to the first great famine in history, which happened in the morning of the world and was tidied over by the divine inspiration of the world's first merchant prince, distributor and philanthropist—Joseph.

From time immortal, the middleman or distributor has played the part of a necessity. Sometimes he is appreciated, sometimes not, but always used. The distributor has his existence from the beginning and all down the ages he has been distributing the wants of mankind. Father Adam, the first man, and also the first distributor, passed the fruit out to Eve, and all went well; but Eve conspired with the serpent to get the fruit direct from the producing tree, and as is generally the case when they try to get by the distributor, she made a mistake, got the wrong kind, and made trouble all around. So we see the fall of man was caused by the serpent beguiling Eve to secure her supplies some other than the natural way.

We smile at the Chinese buying coal at Seattle and shipping it to China, while a large area of China is underlaid with this same combustible fuel; but are not many of our own people just as unbusinesslike when it comes to buying goods from the nearest and most accessible place; in fact, so much so that we have to quote Barnum when he said that “the American people liked to be humbugged.”

*The National Hardware Association of the United States recently conducted a contest for the best articles written by travelling salesmen, on the subject of “The Value of the Wholesaler of Hardware as a Distributor, and Reasons Why He Is Essential.” The contest was participated in very generally by salesmen throughout the country. Five prizes were offered. The subject is one in which Canadian Hardwaremen are greatly interested, and we decided to publish the five prize-winning articles for the benefit of our readers. The 4th prize article appears in this issue. The 5th and last will appear next week.—Editor.

But coming down to twentieth century ways, customs and business ideas upon the subject of “The Value of the Wholesaler of Hardware as a Distributor, and Reasons Why He Is Essential,” would mention a few common thoughts of a common thinker. The wholesale hardware business is acknowledged to be the business thermometer of the country. Mercantile concerns, banks and stock exchanges in making calculations for a season's business review the condition of the wholesale hardware trade and make their reports accordingly, which for the past fifty years have been absolutely correct.

Men versed in making these reports say that neither the condition of the crops, the output of the factories, or the export and import trade has ever been a safe gauge to make predictions from. This fact alone shows that the wholesale hardware institutions are an absolute necessity, and their position as a distributor is becoming stronger every year.

The average wholesale hardware dealer handles by actual count about 50,000 different articles and deals directly with between 1,500 and 2,000 different articles and secures them from four or five different jobbers. Now, suppose the retailer should be compelled to purchase his stock direct from the manufacturers. The first thing he would have to do would be to open up about 100 different accounts, and as every dealer knows the act of securing goods from 100 different points would increase his expenses enormously, to such an extent that by careful calculation only about one in ten of the present retail hardware dealers would exist one year were they thrown into such an expensive way of securing their goods. As it now stands, the average retailer secures 95 per cent. of his stock through the wholesaler. And as for the manufacturer, were the jobber eliminated, and he would be compelled to find a market for his products in the retailer, and instead of shipping their entire output to about 250 wholesalers, he would be forced to distribute and ship separately their products to the same odd 75,000 or more retail hardware dealers in the United States. This system would prove so costly that the

price of goods to the retailer would have to be advanced in accordance with the additional expense in distribution, which by expert computing would be between 50 and 100 per cent.

With this system, only about 25 per cent. of the present manufacturers could exist, as over 85 per cent. of their goods are placed with the wholesaler. The result of such a system is plain, with 90 per cent. of the retail hardware dealers forced out of business and the same condition with the manufacturers, the remaining dealers and manufacturers would be gradually brought into a combination and the people would pay the price. The wholesaler has been the great business evener of all times, and never more powerful and important than at the present.

As a universal distributor to all classes, the wholesaler of hardware is in a decided class by himself. For example, all the catalogue houses of the United States combined, with all their facilities for shipping, their enormous advertising and distribution of their catalogues, and with the recent installing of the parcels post, which has been their pet plan and aim for a quarter of a century, with all these aids the total amount of goods sent from all of these establishments reach but 3 per cent. of the people of the United States in a year. True, there are some sections of the country which are, to the people's sorrow, almost totally dependent on the catalog houses for their wants.

One small farming section of the West, that is not reached by the retailer or the jobber has been the prey of the catalog houses to such an extent that the following rhyme has been applied to the people of this vicinity:

“The weevil eats the farmer's wheat,
The locust eats his honey;
The bed-bug bites his back at night,
And the catalog house gets his money.”

The idea is, the catalog houses insist on the cash sent in advance before the goods are shipped, and then the poor purchaser gets his “cat in a bag.” A good thing for the people that they don't sell over 3 per cent. of them in a year. Now, as for the wholesaler of

(Continued on page 54.)



THE CANADA PAINT CO. LIMITED



Canada has demonstrated she can hold her own

and develop her resources when little or no outside help is to be expected. Every day makes it clearer that the war will not drag on as long as was first expected. The full pressure that the Allies will exert has not yet been brought to bear.

In the meantime Canada, secure and confident of the final victory, should make the best of the opportunity that 1915 brings, that of carrying on the production and business of the country as usual.

Now is the time to send in your Spring stock order. Have a full line of paints and varnishes on your shelves when the Spring painting season begins. Go after the business and you will get it.



CP CANADA PAINT.

(Liquid)—CP "Canada Paint" is made of pure lead, pure zinc, pure linseed oil. These materials, with the coloring pigments and driers, are combined in correct scientific proportions, and ground together in powerful mills. The result is a paint that covers the greatest amount of surface, and wears for the longest possible time, giving the best of satisfaction.

Put up in air-tight Imperial Measure cans, attractively labeled. Forty-five popular colors and White and Black.



CP SUN VARNISH.

This Varnish represents unusual value, and is an ideal varnish for a paint dealer to push. It is a bright, hard Copal varnish, which can be used for inside and outside work. For outside work it can be used on wagons, carriages, store fronts, doors, boats, and all exposed surfaces. For inside use it is a splendid finish for all woodwork, being particularly good for bath-rooms, kitchens, and other parts of the house exposed to unusually severe conditions. Put up in half-pints, pints, quarts, half-gallons and gallons.

CP SUN WATERPROOF FLOOR FINISH.

Is a tough, durable varnish, made especially for floors, with the idea of standing the severe conditions to which they are subjected. Dries hard over night and does not scratch or mar easily. Water does not affect or turn it white. On hard wood, hard pine, or any stained or varnished floors. CP Sun Waterproof Floor Finish gives good results. Put up in half-pints, pints, quarts, half-gallons, and gallons.

LIST OF PRODUCTS.

CP Liquid House Paints.
CP Creosote Shingle Stains.
CP Concrete Surfacers.
CP Concrete Paint.

CP Barn Paint.
CP Homestead Liquid Red.
CP Diamond Bridge & Roof Paint.

CP Graphite Bridge and Roof Paint.
CP Wagon and Implement Paint.
CP Coach Colors.

CP Brick Paint.
CP Mill White.
CP Top Dressing.

MONTREAL

TORONTO

WINNIPEG

CALGARY

HALIFAX



THE CANADA PAINT CO. LIMITED



You are the man who should have the C.P. Agency

if you have not found your paint department profitable. By your taking on the particular proposition that fits your local conditions, we will co-operate with you, in advertising, and promoting the property owners in your district, so that a profitable paint business can be developed that will continue to become a greater success for you each year.

Co-operation is necessary to make the best use of advertising and direct promoting. Mailing lists should receive careful and personal attention, and names of property owners, who ought to paint their homes and buildings, should be sent in regularly. Ask the C.P. representative, when he calls, to show you how The Canada Paint Co. can help you get business.

C.P. SANITONE

Sanitone is a durable oil paint that dries with a flat, velvety surface. It is absolutely sanitary and can be cleaned with soap and water. Sanitone is easy to apply, covers well and dries flat without stippling.

Sanitone is for inside use only and can be applied to plaster, cement, stucco, wall-board, canvased walls, metal walls and ceilings, woodwork, etc.

It is made in all the artistic colors demanded by the leading decorators. Put up in quarts, half-gallons, gallons and five gallons. Also Sanitone Mixing Size for New Walls.



C.P. SUN VARNISH STAINS

We have done a great deal of experimental work in the production of a combined Stain and Varnish. The result of our experiments has proved that a permanent pigment stain, combined with a good quality of waterproof varnish, gives the best wear and the best results in every way. Sun Varnish Stains are made in imitation of the popular hard woods, and produce a varnish finish with one application. They are made of carefully selected materials that do not fade. Put up in quarter-pints, half-pints, pints, quarts, half-gallons and gallons.



LIST OF PRODUCTS:

CP Opalite—
A durable water paint for inside and outside use.

CP Coralite—
A cold water finish for walls and ceilings.

CP Wood-Tints—
Penetrating, durable wood stains.

CP Floor Paints—
Wear resisting and durable.

CP Alba-Gloss—
The "deluxe" white enamel for the highest grade work.

CP Oil Wood Stains—
A good quality oil stain.

CP Floor Wax—

CP Crack and Seam Filler—

CP Bath Enamel—

CP Oxidized Art Enamels—
For interior decoration.

CP Gold Paints

CP Liquid Aluminum Paint

CP Flat Black

CP Sun Brass Polish

CP Sun Furniture Polish

CP Cumoff—

For removing all paint or varnish. Will not injure wood or hands.

CP neutral Arsenate of Lead—
The most satisfactory spray material for orchard and garden.

CP Pure Paris Green—

MONTREAL

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Prosperity of the Western Farmer Emphasized

Western Packer Points to the Prices on Grain, the Lesser Cost in Harvesting It and to the Good Prices Being Received for Other Products—Why Hogs Are Lower This Year

From an interview with Patrick Burns, Calgary, Alta.

IN business circles, and on public platforms where the topic deals with the "Future of Canada;" in the credit departments of wholesale and manufacturing establishments, and in fact wherever two or three are gathered together and conversation turns to speculation on the outlook, who is the most-talked of man of the day?

Who occupies the spot-light in the business eye?

Why the WESTERN FARMER of course—let him be spelled in capitals.

Even the Kaiser has lost the centre of the stage to the wheat grower on the prairie.

So when a Hardware and Metal representative asked Patrick Burns, of Calgary, Alta., head of the packing plant of P. Burns & Co., there, how conditions were in the west and what the future had in store, he pointed to the prosperity of the Western Farmer and the position he occupies in the building up process of the vast section of the country lying beyond the Great Lakes. To him the West had a wonderful past and it would have a wonderful future because the basic principle underlying its opportunities was agriculture.

Mr. Burns was in Eastern Canada during the past week and in a conversation with Hardware and Metal at the King Edward Hotel, Toronto, told of western conditions in bright, optimistic tones and pictured it as a country of great future wealth.

"The West is all right," he said, and one could readily see that he had no doubts about the matter. "There would have been no cause whatever for worry if the people had stuck to the land instead of attempting to get rich over night in the cities on real estate. But the tide has turned and they are

now back to the land. The oil speculation in Calgary created quite a flurry, but this is now subsiding, and things are rapidly working towards a normal basis.

Western Hog Situation.

"The farmers are to-day getting a dollar a bushel net for their wheat which means that you will see very few sheriffs around their doors, and if the war lasts beyond the seeding time in the spring I think you will see the price much higher. Even if hostilities were concluded before the spring, grain prices will be no lower next year. And then again the farmer is getting good prices for his cattle, his horses, butter and eggs. Probably the only thing in the west to-day that is at all low in price is the hog and even then the farmer can make money from hogs feeding them dollar wheat. I know that it pays to feed wheat at \$1 a bushel when hogs are 6 cents and to-day they are around 6½. But the high price of wheat is attracting the attention of the farmer and he is marketing his hogs before they are in a proper condition.

"For instance," added Mr. Burns, "hogs are being marketed that dress only 60 pounds when they should be at least 140 or 150 pounds. These small hogs are no good for packing and they have to be used for local trade all of which tends to ease the present market.

Many Hogs Coming East

"Are there many western hogs coming east?" Mr. Burns was asked.

"For the past two or three years," he replied, "there have been no hogs going west from Eastern Canada and in the past year or more the trade has been the other way. To-day the west is selling to the east in fairly large quantities which indicates how the

western agriculturist is going in for mixed farming. Seattle is, of course, our big market for surplus hogs, but still a great many come east, both live and dressed."

Readers will remember that the removal of the United States duty on farm animals greatly assisted trade with the country to the south—that is why Seattle becomes a Mecca for Western hogs, it is so handy.

Apart therefore from the hog market the tiller of the prairie soil is according to the Calgary packer the man of the hour. "The farmers are the boys," he remarked during the interview—"you've got to take off your hat to them."

Cost Less to Harvest.

While the production did not come up to that of 1913, he pointed out that not only were prices in almost everything better, but that the straw being short the crops were removed with much less difficulty and cost making the net profits all the greater.

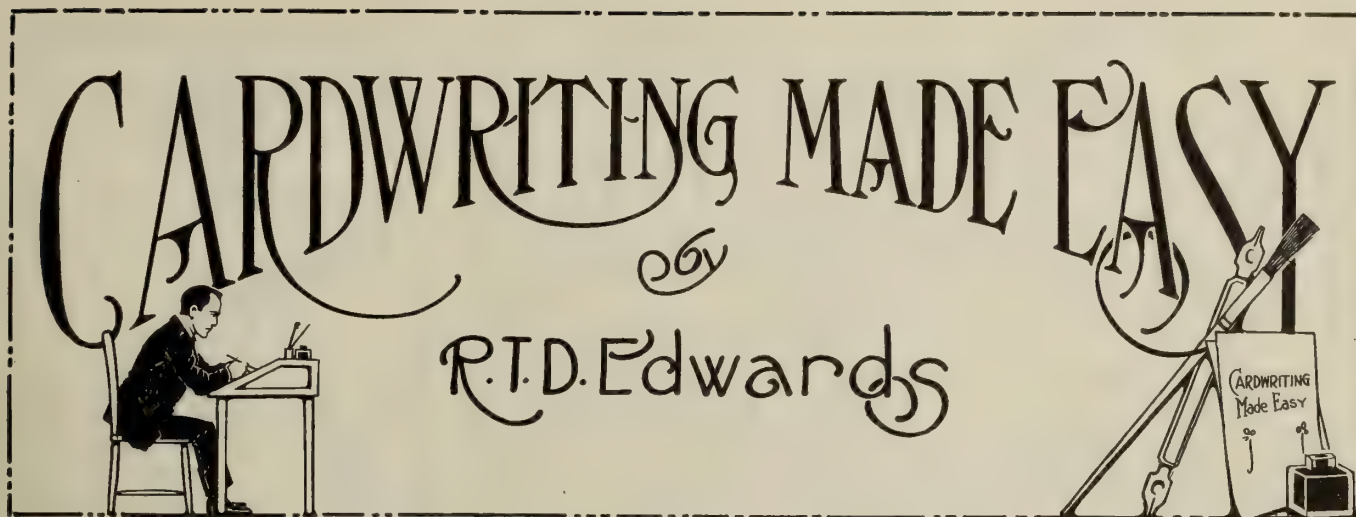
"The railways have, however, suffered this year on account of the decrease in the production of grain and with an extra line through the prairies, the business has been divided up. But that is only temporary as in a year or two when things regain their normal they all will have plenty to do."

Mr. Burns concluded with the optimistic statement: "The west is a great country and its going to be an immensely wealthy country and in my opinion the present is not a bad time to start out. As the saying is, 'You get your feet under' in times like these.

Patrick Burns is a native of old Ontario, having been raised at Kirkfield, in Victoria County. He went west thirty-six years ago.



One view of Calgary, which Mr. Burns has seen expand into a large city.



ARTICLE NO. 1.

ON many occasions young men have come to me to find out how long it would take them to master cardwriting. They have invariably been surprised to learn that it could not be picked up in a few weeks. In fact some of them have said to me that they knew it would only be a matter of obtaining the proper tools for them as they had always been handy at drawing. In all such cases, when put to the test, they found that whatever skill they had had was not the only qualification required. To become a successful cardwriter it is necessary not only to study the subject from the rudiments up, but also to practice very carefully and thoroughly.

All Need Instruction.

My experience would lead me to believe that to become a proficient card writer it is necessary to receive instructions. Few good card writers have "merely picked it up." In all cases or in nearly all, men who have made a success of this branch of retail merchandising, have either taken a course or had the advantage of an apprenticeship under a proficient card writer. My advice, therefore, to anyone who is desirous to taking up cardwriting, no matter how much experience they may have had or how skilful at drawing they may be, is to follow this course. I am starting at the very first, giving suggestions and information which may appear as elementary to many readers; but as the articles progress we will take up every possible branch of the card writing work. Readers should follow the instructions given thoroughly. I have known some to read articles on cardwriting and then proceed to do the very opposite. To such as this we can hold out no prospect of improvement from following this series of articles.

I would also like to impress the fact that practice is nine-tenths of the battle. Be sure, however, that your efforts are in the right direction. Remember that

one step in the wrong direction is worse than standing still.

As a Side-line at First

I desire to make it clear at the start that those who follow these articles with an idea of becoming proficient at card writing should not do so with the idea that in time they would be able to devote themselves exclusively to this work. Card writing has become to a great extent a science and, to do nothing but

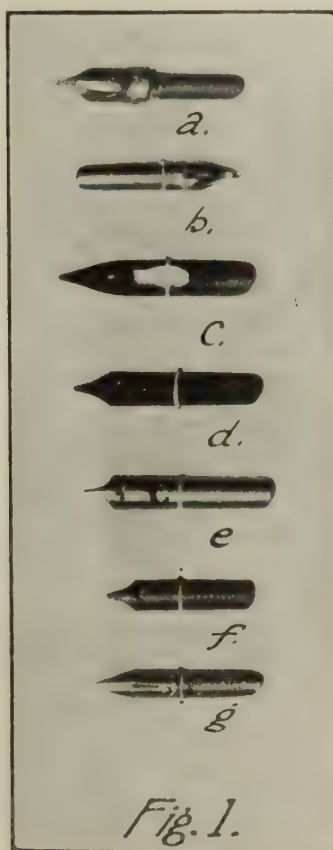
to window trimming, advertising, or the selling end of the retail trade. By so doing you not only increase your experience but also improve your chances of advancement.

Card writing has developed to an almost unbelievable extent in the past few years. To-day every live merchant in Canada knows the importance of the price ticket. Even in the smallest towns and villages they are used. Many of the cards used to-day are extremely crude. Frequently they are made with a box-marking brush, a blue crayon, or a rubber stamp. Nevertheless, the fact that they are used shows that the demand is there, and that the clerk who desires to make himself as valuable as possible and to bring himself as close to 100 per cent. efficiency, should acquire some skill in the writing of price and show cards.

The excuse need no longer be put forward that it costs too much to learn. All that the beginner needs is the necessary material. By following these articles he will then be in a position to acquire sufficient skill to prepare creditable cards for the store in which he is employed.

The First Start.

I am starting this course on a different basis than any other series that I have ever seen. It is my experience that the beginner wants to see actual results and, if he is forced to practice exercises too long, he is liable to lose heart and quit altogether. With this in mind I start the student off with outline pen work. Practice with the pen in school days has left everyone more or less proficient with its use and it, therefore comes more natural than the brush, which to the beginner is much harder to control. The surest and easiest way to make a start at actual card writing is to letter price tickets. Accordingly, we will direct our attention for this lesson on pen outline Roman figures. This may seem rather



Types of Nibs.

write cards either in a shop or a large store, a man must have many years of experience. My advice to beginners is to look upon card writing as a side line

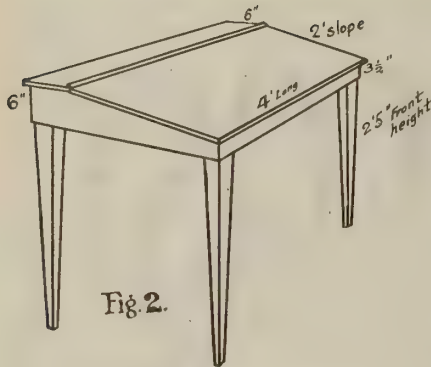


Fig. 2.

Best kind of table to work on.

too rudimentary for many of our readers, but I desire again to emphasize the fact that the man who desires to become thoroughly proficient must start at the very beginning and master each phase no matter how simple. It is my experience that to acquire the fullest degree of skill at making figures, it is necessary for a beginner to practise at least a full month. It will take a good part of his spare time at that. The next step will be to master the alphabets and these will follow in due course.

Tools Needed for This Lesson.

You will require in the first place a large ball-pointed pen nib with ink retainer attached. If this cannot be secured a real blunt stub pen will serve the purpose. No. 3 or 3 1/2 round writing pens are also suitable for this class of work. Fig. 1 shows illustrations of various nibs. If your stationer cannot

secure these for you they can be obtained by writing to the Editor of this paper. Nib A is a No. 3 round writing pen with brass ink retainer attached. The retainer regulates the flow of ink. Nib B is ball-pointed, camel back retainer. Nib C has ink retainer underneath. Nibs D, E, F and G are all stub pointed pens and are good for this work. Any stationer should have these in stock.

Pen holders should always be round and thick. Small handles cramp the fingers. Other tools needed for this work will be a good straight ruler, not less than eighteen inches in length, and a compass that can be used for either pen or pencil. The best ink for the work is a good black carbon (not waterproof). This ink can be secured at any retail stationer's, art supply stores, etc.

Fig. 2 gives a good idea of the best kind of table to work upon. The dimensions given make a table large enough for anyone, no matter what work you may have. Always work on a slanting top table, as a flat top will tire the wrist very quickly. The six-inch margin shown at the back is for placing pots of paint, tools, etc. When sitting the edge of the table should come just below the pit of the stomach. This gives the arm room for a free swing without resting it too heavily upon the table. Always sit erect when working. The importance of maintaining a proper position while working is greater than the beginner will imagine.

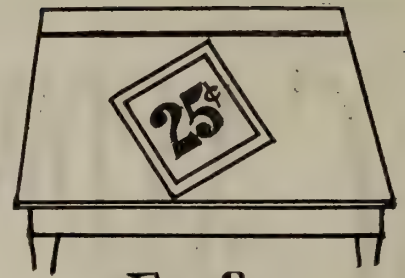


Fig. 3.

Position of card on desk.

Fig. 3 gives an idea of the position the card should occupy on a desk while being written. If it is placed parallel with the edge of the desk, the wrist will become tired quickly as this gives it an unnatural twist.

Before starting practice see that everything is ready. The cardboard should be ruled out. The ink should be contained in a vessel that is free of access and at your right hand; the table should be placed so that the light falls over your left shoulder. All pens should be close at hand.

Study the chart thoroughly before starting. Preceding each figure you will notice a few exercise strokes which are in the make-up of the figure. These should be practiced thoroughly and perfected before attempting the finished work. The arrows indicate the direction in which to draw the strokes. Always work from left to right and from the top to the bottom. Be sure to carry

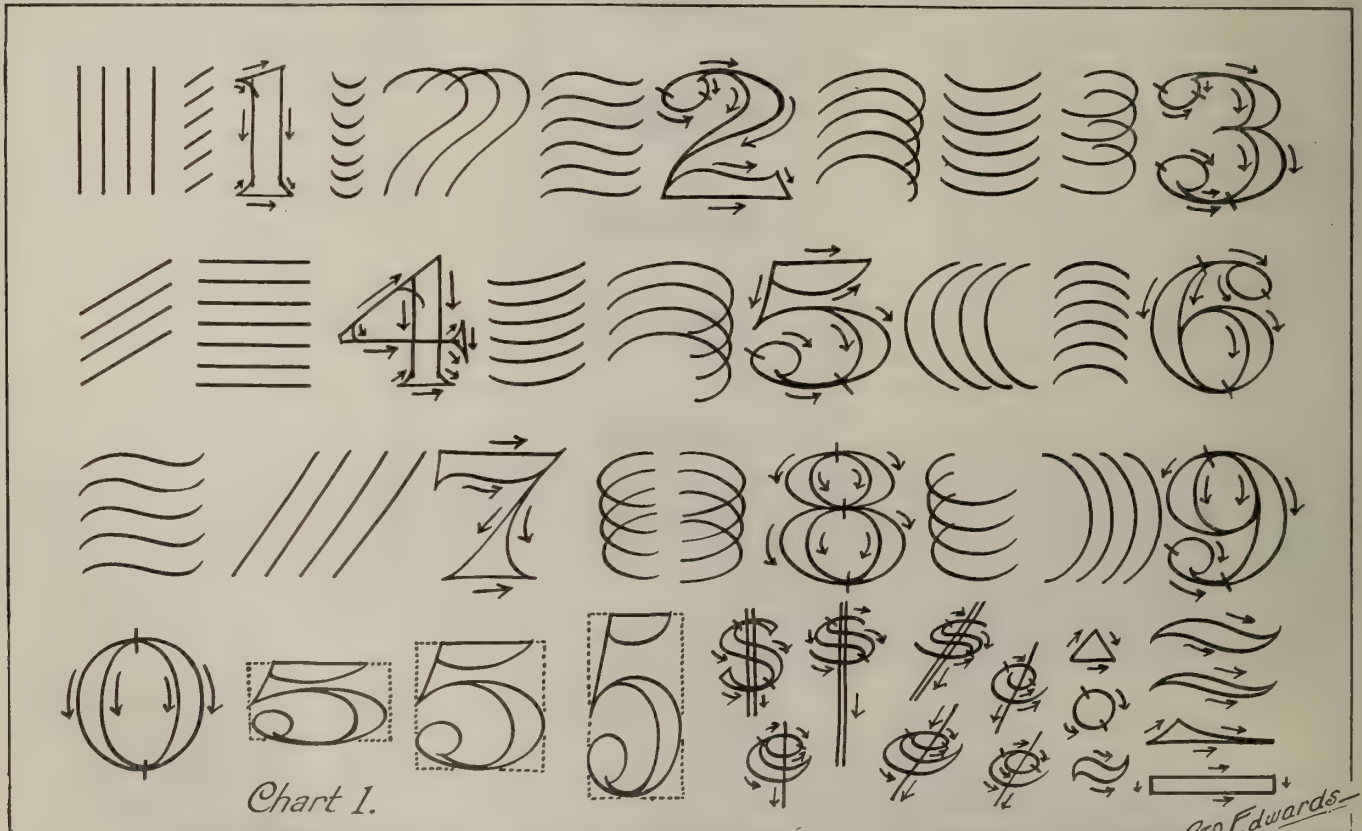
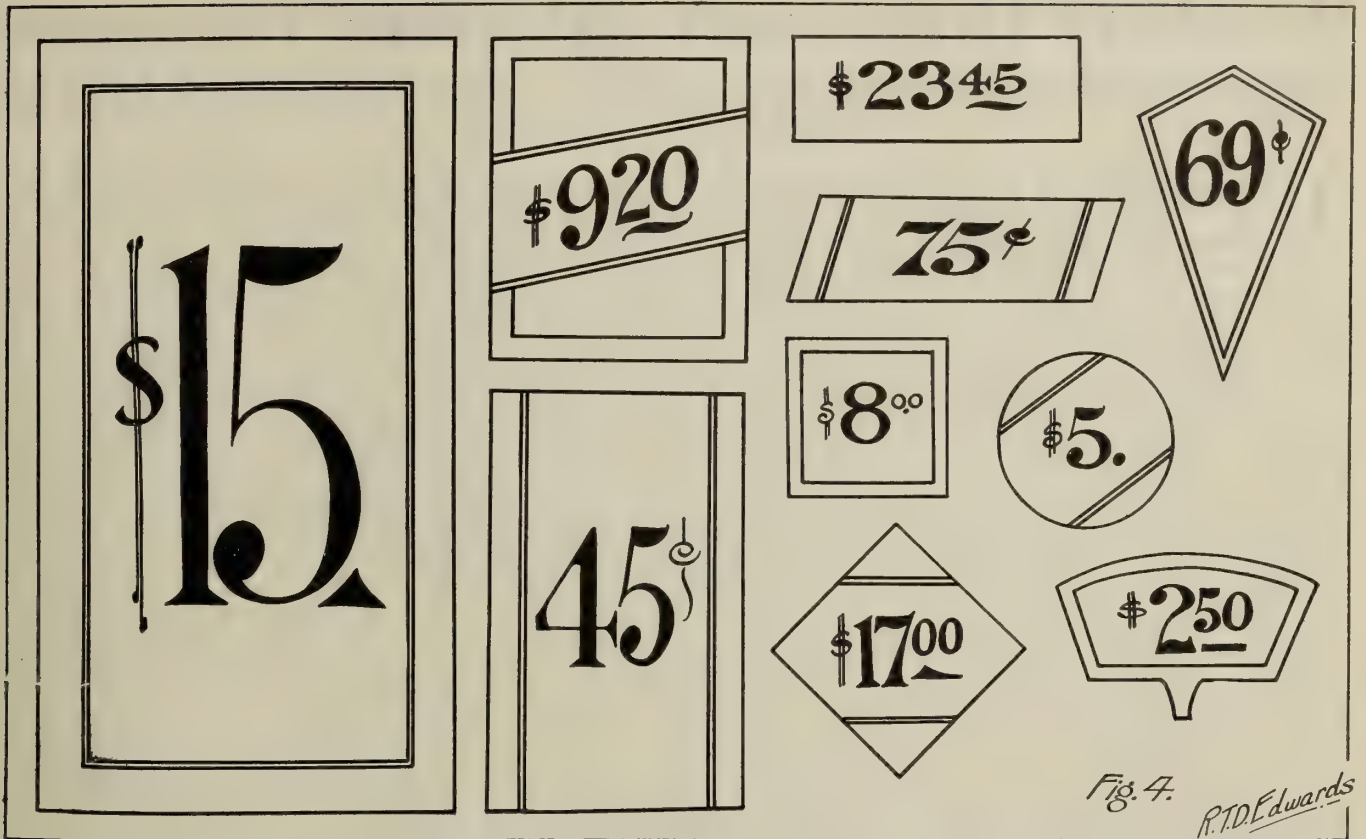


Chart 1.



enough ink on the pen so that the entire stroke can be made without a second dipping.

Fig. 1 is mostly composed of straight lines. Watch that both the upright lines are the same distance apart all the way up. Figs. 2 and 3 are almost entirely composed of curves. These take a great deal of practice in order to get them balanced up evenly. Fig. 4 is about the hardest figure to make for beginners and should be watched carefully. Care should be taken not to get the centre cross-line too low. Note the top of Fig. 5 does not project as far to the right as the lower part. This is another figure which needs great care as it is the most used of all. The six and nine are composed of the same amount of strokes. All being curves, they need a great amount of practice. The 7, like the 4, is quite hard for beginners to balance up. Practice well the two exercises preceding it. Note that the top of the 8, while the same shape, is not so large.

If at any time you have difficulty in balancing a figure up properly, draw a square lightly with a pencil and place the figure inside as shown at the bottom of the chart. The three fives explains well the way out of this difficulty.

The dollar and cent marks should be practised just as thoroughly as any of the figures.

Collection of Cards and Price Tickets.

The collection of cards and price tickets in Fig. 4 give a fair indication

of what you should be expected to accomplish if you thoroughly master the lesson. You will note that every figure is in use along with the various styles of dollar and cent marks. The collection of small price tickets is easy for you to make, being simply cut out of plain white cardboard and ruled out with the same pen that is used to make the figures.

Many other designs and rulings can be used to make very attractive tickets. In making these rulings use the side of

For filling in this pen outline work, any brush will do that you may have. A cheap camel-hair brush will serve the purpose. I do not want you to get the good sable writers until we come to brush work, as the success of the work depends to a great degree on the proper care of the brushes.

The question of cardboard naturally arises as soon as card-writing is taken up, so this must necessarily be gone into at once. White board is the main color and this must be of a smooth coated finish. 6, 8 and 10-ply are the most popular weights, but many just use the 8-ply for all sizes of tickets. If you have frames in which to put the cards, the thinnest board will serve and be somewhat cheaper. This board can be bought wholesale in Canada from 4½ cents per sheet upwards, but a great deal depends on what quantities you buy and from whom it is procured.

This board is made for printing and lithographing use and comes in a regulation size of 22 x 28 inches. This cuts up economically into the sizes shown in Fig. 5. For ordinary store use the ¼ and ⅛ sheet sizes are most popular; ½ sizes should be used sparingly. The smaller sizes make neat price cards.

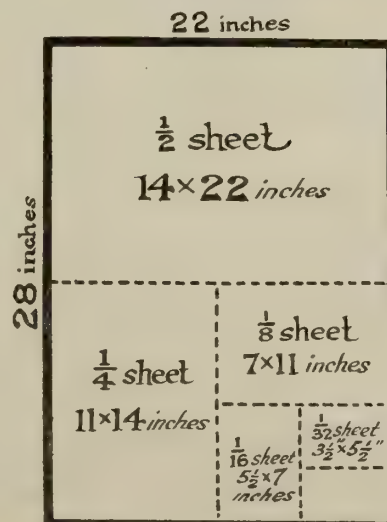


Fig. 5

the ruler that does not lay flat on the card. This will keep the work from being smudged.

Warton, Ont.—Kyle & Hunter, hardware merchants, have dissolved partnership. The business will henceforth be conducted by D. J. Hunter.

Brandram Henderson's Salesmen's Convention

Annual Convention Held at Montreal—Instructive Talks Featured the Conferences— Entertainment Features.

THE annual convention of the officers and salesmen of Brandram-Henderson Ltd., was held at Montreal on December 14 and 15, and it was a highly successful and enthusiastic gathering from start to finish. Two years ago the convention was held at Halifax. Last year the convention was held at Toronto. It was, therefore fitting that this year's convention be held at Montreal, and that the business meetings with the management should be held at the company's plant at Mile End.

The first session was opened at eleven a.m. on Monday the 14th. It began with an inspection of the plant, and instructional work on lead corroding, grinding, dry color making, paint grinding, etc. These lessons were given by Mr. Monk, manager of the lead works, and Mr. Edwards manager of the Montreal Paint Works, and their purpose was to increase each salesman's efficiency by giving him a more complete knowledge of how the firm's products are made. At half-past twelve these lectures were complete, and luncheon was served at the Club House. No further business was taken up until 2 p.m. Then there were short addresses on the new products of the year from Mr. George Henderson, Maritime Provinces manager, Mr. Edwards, Mr. Poole and Mr. Monk of the Montreal office. During this meeting, the president, Mr. J. R. Henderson was in the chair. At 3.30 there was a meeting presided over by Mr. Charleton, the senior salesman. This meeting was attended not only by the traveling men, but by heads of departments and the president and the salesmen told the bosses quite frankly what they thought about the administration of the business and what people were saying about the firm's products. They made suggestions for increasing sales, new styles of packages, etc., etc., all of which were reported in shorthand, and afterwards transcribed for the consideration of the managers on the next morning. The meeting lasted until dinner time, after which the whole party adjourned to meet at the Princess Theatre to see "Marie Dressler," as the guests of the president.

On Tuesday morning at ten o'clock the branch managers and the general manager met to consider the travelers' recommendations of the day before, but their decisions with regard to the same were not given out until later in the day. While this meeting was going on, Mr. Poole, the Montreal sales manager was

conducting a window dressing competition, entries being made by the Maritime Provinces, Quebec and Ontario representatives. First honors went to the east, R. C. Blakeney, of Halifax, and Mr. Church of St. John, being awarded the prize for having designed the most effective display. At noon there was luncheon at the "Place Viger" Hotel, and while coffee was being served, a short and very interesting address was made by C. W. Tinling, of the National Drug Company. Mr. Tinling's subject was "Made in Canada Goods," and his arguments made a very deep impression on all those who had the good fortune to hear him.

From the "Place Viger," the party returned once more to the Brandram-Henderson plant to another business meeting. It proved to be quite an important meeting, for it dealt with the publicity campaign of the company for 1915. Mr. George Henderson was the speaker, and the details of this campaign were received with much enthusiasm by the salesmen, one and all, who seemed to have a very high appreciation for the help which comes from well connected forceful advertising. Mr. Henderson told them that the campaign for the New Year would be up to the usual high standard of the company—that despite the quietness of business in some parts of Canada, the company were determined to maintain a strong educational advertising campaign throughout the new year.

After this meeting adjourned a visit was made to the president's office to learn the management's decisions concerning the salesmen's suggestions of the previous day, and satisfaction was expressed when the announcement was made that nearly all the salesmen's recommendations had been endorsed by the management.

The closing function of the day and of the convention was the dinner. On account of the war it was thought that this function should be given quietly and that instead of going to one of the big hotels as usual and everybody appearing in evening dress, it would be very much better if it were held on the company's premises. At sharp 7 o'clock, therefore, the assembly sat down to a simple but well served banquet in their own club house.

Music had been provided after full justice had been done to the good things all made in Canada, the company sat around and participated each as he could

in the musical program which had been arranged by Mr. Poole, the sales manager at Montreal. Space does not permit a complete reproduction of the various numbers, but following were the most popular. They were sung lustily and with great satisfaction, particularly the one by Mr. Charleton, the dean of the service. Mr. Charleton is a great salesman, and he is also some singer as well.

The numbers on the program were particularly original and were sung to popular tunes. Three of them were as follows:

Get the Right Paint, Mary.

Tune—"Tipperary"

That's the wrong paint that you have,
Mary

It's the wrong paint that I see
Get the right paint now my Mary
The one with the guarantee
Good-bye substitutions
Buy paint on the square
For we've lots of B-H Agents
And you can get it there.

Paint Ahoy.

(Tune—Ship Ahoy)

All the nice girls love a salesman,
All the nice girls love a sport,
For there's something about a salesman,
Well, you know what salesmen are;
Bright and breezy, free and easy,
He's the ladies' pride and joy;
Falls in love with Kate and Jane,
Then he's off to call again;
Paint ahoy! Paint ahoy!

Toronto Town.

Oh, we'll sing a little song of Toronto,
It's the best old town we know,
Oh, Toronto, where fairest maidens
grow.
If you're looking for a city,
Where you'd like to settle down,
Oh, we'll sing a little song as we travel
along
Of our dear old Toronto town.

At the Chateau Frontenac.

(Tune—Harrigan)

C-H-A-double R-L-T-O-N spells Charl-
ton,
Proud of all the Irish blood that's in
me;
Divil a man can say a word agin me;
C-H-A-double R-L-T-O-N, you see,
Is a name that shame never has been
connected with,
Charlton, that's me.

Getting the Co-operation of the Retailer

Important Part the Dealer Plays in the Making or Marring of an Advertising Campaign —Trade Press Worthy of Much More Attention.

Reprinted from "Economic Advertising."

The theme expressed in an article which appeared recently in Hardware and Metal on "Ignoring the Retail Dealer" has been taken up by Economic Advertising, the official organ of the Toronto Ad. Club, and which is published by Norris-Patterson, Limited, one of the leading advertising agencies. In an article in the last issue, which is reprinted herewith, Economic Advertising goes into the subject thoroughly, pointing out the desirability and necessity—if the maximum benefit is to be derived from an advertising campaign—of getting the interest and co-operation of the retailer.

A CONDITION of affairs seems to exist, which, though perhaps over-emphasized in some quarters, yet it undoubtedly imposes a real handicap on an important section of publishers.

We refer to the policy of many advertisers and not a few agencies of either ignoring or undervaluing the big trade papers.

Far from wishing to suggest that such action is due to any wilful neglect on the part of Canadian advertisers or agencies, we suggest that it is due to lack of appreciation of the fact that, in the merchandising of any line of goods, co-operation with the retailer is a most important, nay, ever an essential factor.

The trade press holds a unique position in the modern publishing business. It is the strong connecting link between manufacturer, jobber and retailer—it is the salesman's introduction that creates good-will in advance, and with the vast improvements in editorial matter and general make-up of recent years is coming into its own.

Two instances of recent date will reveal the manner in which the logical channel through which to gain the retailers' co-operation—the Trade Press—has been overlooked.

In the campaign to advertise Canadian apples for the Canadian consumption what occurred? The total appropriation was spent in the daily press, and although we are fully agreed that in a campaign of this description, newspaper publicity is not

only profitable but even indispensable, yet no effort at all was made to acquaint the retailer with the entirely new conditions that had arisen.

True there has been an abundance of apples this fall, but nothing like the minimum prices quoted have been obtainable for apples of the best quality. The consequence has been that the consumer, unable to buy prime fruit at the cost of seconds, has jumped to the conclusion that the retailer was the "villain in the piece" and that he was responsible for the high cost of living.

The Government had created the demand, and it was hard to persuade the consumer that he was not being robbed when he found he could not obtain the goods at the prices he was led by the advertising to believe were ruling.

Then, again, the campaign of the Canadian manufacturers to exploit the "Made in Canada" idea has not produced the results anticipated because the retailer, and the most effective media to reach him, have both been ignored.

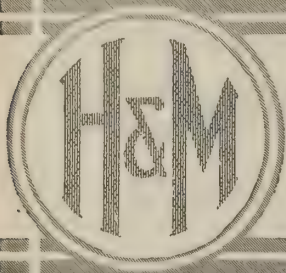
One of our biggest corporations, the National Drug and Chemical Company, feel very strongly on this subject, and state they would be prepared to subscribe heavily to a further "Made in Canada" campaign, provided the retail trade is not overlooked.

As they put it pointedly, "Unless the manufacturers are successful in interesting the retail dealers and getting them to co-operate in the important movement of developing the sale of 'Made-in-Canada' goods, the money now being expended in the public press will, while creating some slight attention, be ultimately lost. To bring the present movement to a successful issue will require not only enthusiastic but continuous hard work on the part of each manufacturer with the retail dealer."

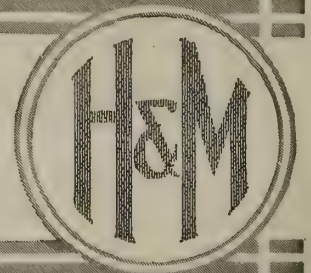
Of recent years there has been no greater expansion or extension of usefulness in any section of the publishing business than in the trade press, and its value as a connecting link and sign post to better business methods is undeniable.

The accusation has been levelled that some advertising agencies not only fail to use the trade papers, because they get no commission from them, but even go so far as to discredit them. Our experience does not fall in line with such statements, but rather, we think, if the trade press is being neglected and not given its rightful place in a merchandising campaign, it is because the agencies have not the organization, and do not feel themselves competent to advise the inclusion of this form of publicity.

We feel these advertising media are worthy of much more attention alike by advertisers and agencies, and when the importance of the trade press is better realized, its use will only serve to enhance the value of other forms of publicity.



Current News



Change Firm Name.

Gray, Sask.—On Jan. 1, the firm name of Rosebrugh Bros., hardware, will be changed to R. A. Rosebrugh.

Business Changes.

Lumsden, Sask.—W. B. Lawson has purchased the hardware and furniture business formerly carried on by E. Troughton.

Fire Losses.

Caledonia, Ont.—In a disastrous fire which destroyed an entire block, the store of J. Martindale was destroyed.

Ottawa, Ont.—The Ketchum Sporting Goods Co.'s store and stock was destroyed by fire.

Order Pick Handles.

Through the branch of the British War Office at Montreal orders have been placed with Canadian firms for between 250,000 and 300,000 pick handles. These orders are estimated to be worth between \$45,000 and \$50,000. Delivery will be effected as soon as possible.

Ontario Incorporations.

The Federal Steel and Foundry Co., capitalized at \$1,000,000, head office Toronto, to manufacture and deal in metals and metal products.

Doust Specialty Co., capitalized at \$40,000, head office Toronto, to manufacture and deal in mechanical novelties.

Donate Turkeys.

In accordance with past custom, London firms this year gave their employees turkeys as usual. The McClary Mfg. Co. made its usual gifts to married men and distributed over 800 turkeys. J. A. Brownlee, hardwareman and tinsmith, gave a turkey to each of fifteen employees.

Obituary.

Bracebridge, Ont.—The death occurred at Denver, Co., of John Donald Grant. About six years ago he took a position with the Canadian H. W. Johns-Manville Co. at Winnipeg and later was connected with their Denver, Col., branch.

Hardwareman Elected Mayor.

Chatham, Ont.—Edmund J. Wanless of the J. C. Wandess hardware firm was on Monday elected mayor of Chatham for 1915 by acclamation. Mr. Wanless is 33 years of age, being one of the

youngest mayors in Chatham's history. Mr. Wanless was first elected alderman in 1912 and re-elected in the two ensuing years, always at or close to the head of the poll. For two years he was chairman of the property committee of the city council, and this year handled the chairmanship of the finance committee.

Grand Valley, Ont. — The death occurred here of John A. McCulloch, hardware merchant. Although ailing for the past four years, Mr. McCulloch attended to his business until about three weeks before his death.



ALEX. GIBB,

Montreal, Que., recently elected president, Hardware and Metal Association of Montreal.

Appointed Agents.

J. E. Beauchamp & Co., 211 Coristine Building, Montreal, have been appointed the Canadian agents for the Cronk and Carrier Manufacturing Co., manufacturers of tools at Elmira, N.Y., and also for Windsor, Stephens & Co., Waltham, Mass., importers of milk bottle openers and specialties.

NAVAL STORES COMPANY DIS-SOLVES.

A report from Savannah, Ga., says announcement has been made there that

the Standard Naval Stores Company, which took over a large portion of the business of the American, better known as the "Turpentine Trust," when that company suspended a year ago, will dissolve on January 1. All of the employees of the company have been notified that their services will not be required after that date. Lack of business due to the European war is given as the reason.

Distributing Pennants.

In accordance with the policy of the Interstate Electric Novelty Co., of Canada, Ltd., of supplying dealers in "Franco" products with catchy advertising matter from time to time, this concern states that it is now distributing to the trade a very pretty and attractive pennant. Apart from being artistic, these pennants are sure to stimulate trade and materially increase the sale of their well-known flashlights and other electric specialties.

The pennants are very artistic and it is said they will assist materially in pushing the sale of flashlights and other electrical specialties.

Northwest Travellers Elect Officers.

Winnipeg, Man.—The annual meeting of the Northwest Commercial Travelers' association of Canada took place on Dec. 20. The following officers were elected for the year 1915:

President, Charles Holden; vice-president, J. M. Scott, S. C. Burton (representing Saskatchewan), G. S. Kellaway (representing Alberta), R. W. Clark (representing British Columbia). Treasurer, L. C. Macintyre, Secretary, Fred J. C. Cox. Executive committee, A. Paxton, O. S. Chapin, C. R. Potter, A. McAllister, Geo. Bolton, D. H. Dingman, C. M. Scott, H. Turner, E. M. Chantler, H. W. Lethbridge, J. H. Holland, A. Webber, J. Smydarl, J. P. Minhinnick, G. E. Maecker.

Death of Samuel Birch.

Kingston, Dec. 28.—Death came suddenly on Saturday morning, shortly after eight o'clock, to one of Kingston's oldest and best-known business men, in the person of Samuel Birch, of the firm of McKelvey & Birch, Brock street. He suffered an attack of heart trouble, while talking to one of the employees, in the

plumbing department, and expired in a few seconds.

While not feeling in the best of health for some time Mr. Birch was able to be at the store and look after all the business which came under his charge. He spent Christmas Day at his home with his family, and the gathering was a most happy one. Saturday morning he felt quite well, and as was his usual custom he went down to the store between seven and eight o'clock.

The firm of McKelvey & Birch is known to every Kingstonian and is nearly as well known all over eastern Ontario, as their business extended to many points. John McKelvey and Samuel Birch entered into partnership in the business of tinsmithing and plumbing fifty-three years ago, but the two had been associated with each other for sixty-two years.

During the half century the two men were in business together they were located in the one store on Brock street with the exception of about three years on Wellington street, where they made their first start. From a very small beginning the business grew steadily under able management.

The late Mr. Birch was born in Ireland and would have been seventy-four years of age had he lived until January 6th,

TO PREVENT SWITCHING ACCOUNTS.

A concern on the verge of difficulty or actually in difficulty will invariably try to conceal the facts respecting its condition from those who are most entitled to know its actual position.

Frequently this can be quite successfully accomplished, as a long list of creditors show. Houses become involved for fairly large amounts and tighten up their line of credit with a debtor, with the result that he seeks other suppliers, and these other suppliers, finding other houses in for big amounts, invariably ship. When switching accounts becomes a practice, it is one of the sure danger signs on the credit man's road to ruin.

Much to prevent this sort of thing is being done by credit men uniting for joint protection and a great deal of it has been eliminated by the development of the interchange system in the matter of the ledger standing of country merchants. Nothing brings a credit man more quickly face to face with the real facts as to a retailer's position than a grasp on his actual position in the eyes of other credit men. If the report is a favorable one, confidence is restored; if unfavorable, joint action for mutual protection is the more easily secured.

Hardwareman Becomes Bank President

THE announcement of the appointment of Mr. Peleg Howland to the presidency of the Imperial Bank was one of interest to all associated with the hardware trade. Mr. Howland's progress through the highest offices of the bank has been a most unusual one. Three weeks after Senator Jaffray had succeeded the late Col. Wilkie as president, thereby making room for Mr. Howland as vice-president, Senator Jaffray himself passed away; and Mr. Howland stepped into the highest office of the Imperial Bank.

It is singularly fitting that he should hold it. This particular bank has been closely allied since its inception with the

through his long association with the business of H. S. Howland, Sons and Co. He is a quiet man—a man of action rather than words. But the man of action, and not the man of words alone, is, in the ultimate casting-up of things, the man who counts. People come for advice, for suggestion, for helpful guidance to the man who is a man of deeds. His fellows have honored Mr. Howland. He has been president of the Toronto Board of Trade. He has been president of the Wholesale Hardware Association of Canada. And now, a couple of weeks ago he became president of the Imperial Bank, an onerous position just now, as well as a position of honor.

The combination of business man and banker is one that should make Mr. Howland particularly successful in the high duties he has now assumed.

HARDWARE CULTURE.

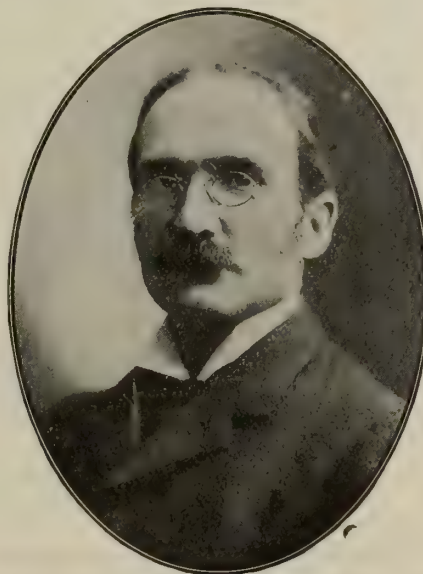
The German philosopher Nietzsche has said:

"German culture regards itself not only as approved and sanctioned but almost as sanctified. . . . Everywhere, where knowledge and not ability, where information and not art, hold the first rank—everywhere in fact where life bears testimony to the kind of culture extant—there is now only one specific German culture, and that is the culture which is supposed to have conquered France."

Here, then, is the culture to which Germany would harness the world—the culture of scientific materialism, of a nation turned into a machine. This culture—if culture it can be called—has achieved some startling successes in Germany itself. It has eclipsed those German dreamers who made the name of Germany famous in music and philosophy, and has reached the very acme of its perfection in—Krupp! There is no industrial firm in all the world so perfectly organized in all its essentials as the hardware firm of Krupp. And what Essen is the men who guide the destinies of Germany would make the world—if they could, but they can't!—Montreal Herald.

Obituary.

Brockville, Ont.—The death occurred here of George A. Tennant, who for the past nineteen years has been associated with the Jas. Smart Mfg. Co.



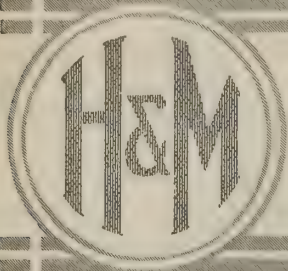
PELEG HOWLAND,

President, H. S. Howland, Sons & Co., Toronto, and President, Imperial Bank.

Howland family. It was founded by Henry S. Howland, who was himself its first president and remained so until his death thirteen years ago. Upon his death, his son, Peleg Howland, joined the board of directors. But Mr. Howland's relationship with the bank has been even more intimate, for in 1875, the year of the founding of the bank, he was its first junior clerk. Thirty-nine years ago Peleg Howland was a junior in the bank of which he now holds the highest office.

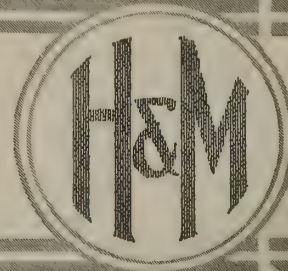
A year in the bank, and he left it to take a position in his father's wholesale hardware business, known as H. S. Howland, Sons and Co. To-day, after thirty-eight years' service, he holds the position of president of that company, too; has done so, in fact, for many years now.

Mr. Howland is well known to hardwaremen throughout the Dominion



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

The usual holiday-season quietness prevails in nearly all branches of the trade. Nearly all travellers have been in during the past week and staff-conventions and re-unions, together with stock-taking, have been the order of the day. Retail trade is quiet after the Christmas rush. Optimistic reports continue to come from Eastern Canada. Trade in the metal markets is seasonably quiet. The stove business is also slack. Building operations have been curtailed during the past few months, consequently the demand for builders' hardware is light. Unless some unforeseen event develops there should be a general improvement during the early part of the New Year.

MONTREAL.

MONTREAL, Dec. 30, 1914.—This is little more than clean-up week in the trade. The majority of the wholesale houses have their travellers in and the time is being spent in arranging samples, holding conferences and generally preparing for the new year campaign; also stock-taking seems a popular occupation. Although there is very little doing with the exception of some sorting up in holiday lines for New Years' gifts—which, by the way, are popular with the French people—conditions are no more than what had been expected and what are usually experienced at this season of the year, for retailers are generally taking breath after the Christmas rush and are not buying more than they have to. From inquiries which have been made the opinion is that in Quebec the hardware trade has been up to last year on the whole for the year just closing. Since the war broke out there has been a falling off in the manufacturing centres but in Quebec and the Maritime Provinces the increase in the country trade has permitted dealers to hold their own. So far as the future is concerned a quiet January must be looked for and February may also be rather dull for the country business does not get really active now until spring. However, travellers will be busy on booking immediately after the turn of the year. Epiphany being observed the first Wednesday in January, makes the third successive week broken by a holiday. That retailers as well as wholesalers are taking advantage of the quiet week to straighten things up after the holidays is indicated by the number of repair jobs being sent in.

Tin.—Situation shows little change and the demand is not heavy at the moment. At the close of last week the markets temporarily felt an upward tendency on the strength of advances in London, but later these were indicated as the result of speculation and the strength was not of a lasting character. Prices here are unchanged.

Copper.—Situation here is also quiet, especially so as the developments of the week generally indicated an easier tone. The U. S. had new commitments by domestic consumers while the export business proceeded satisfactorily. Abroad the tone was also easier. Prices are the same here.

Solder.—With demand comparatively quiet and tin showing little change, prices for solder have remained unchanged, but firm. Half and half 22c; wiping 20c and commercial 19c.

Other Metals.—Generally speaking, the metal markets in Canada are very dull and show little change from a week ago. Consumption is naturally light under the existing conditions and coupled with this is the holiday season when the demand is always very light. Spelter continues dull, but the prices are very steady: price 61½c. Antimony continues very strong, one of the latest factors in the market being a demand for futures from Japan. Price here continues at \$17.50 and \$18. Babbitt, No. 1, 27c; No. 2, 18c; No. 3, 14c. Lead is steady without change. Sheet zinc \$8.75 in casks and \$9.25 in part casks.

Bar Iron and Steel.—A quiet market is even inclined to be quieter for immediate consumption, on account of the holidays. A somewhat better tone seems to be indicated in the booking and on

the other side of the line this has been quite pronounced of late. Base for iron remains at \$2.

Galvanized Sheets.—Demand is even weaker here than before. People just at the moment are concerning themselves but little with materials which come in the building class.

Nails.—Little movement is noted here at the moment, but the price is firmly maintained. Wire base is \$2.15 and cut at \$2.50.

Iron and Lead Pipe.—Demand here is quiet although some interest has been noted for repair materials. There is no change in prices.

Bolts and Screws.—Conditions here continue quiet, but they should pick up to some extent after the first of the year.

Rope and Twine.—Little stock is going to the trade at present but some orders are coming in for early spring delivery. Quotations are shown in accompanying panel.

Wire Fencing.—With the travellers nearly all off the road this department has been quiet but some further orders for spring booking are looked for early in the month.

Builders' Hardware and Material.—This is one of the quietest departments of the trade in a very quiet week and there are not good prospects for any great immediate improvement.

Stoves and Furnaces.—Conditions are quiet even for the season of the year and there is never very much movement between holidays. The trouble with stoves appears to be that in the cities and towns there is little money available and in order to lessen rent many people are living two and three families in a home. Country business has been fair and this should pick up again after the first of the year when the travellers get out again.

Kitchen Utensils.—In kitchen utensils the demand has continued very fair for lines for country points but there has been little demand in the way of equipping contracts.

Seasonable goods.—The current demand is for eleventh hour gift goods with cutlery and plated ware finding a fair call. It is still expected that things will continue good for such lines as

skates and hockey sticks. There is also a good call for plumbers' torches as the result of the effect of cold weather on water pipes.

TORONTO.

TORONTO, Dec. 30.—As is usually the case at this season of the year, a general quietness prevails in the hardware trade. Travelers are all in until over the New Year, and preparations are being made for the coming year. Stock-taking is the chief consideration this week, and there is little business being done on account of the holidays. Retailers are quiet after the Christmas rush, and appear to be satisfied with the volume of business done during that period. The close of the year finds industrial conditions quieter than usual, which might be expected, considering the general situation. Consumers have adopted a cautious attitude, and there is little desire to lay in stocks, pending a change in the general outlook.

The metal markets this week are featureless and prices unchanged. Being the end of the year, most consumers are stock-taking, and are, therefore, not in the market. The same remark applies to the iron and steel trade, and pig iron, which are all quiet. There is little movement in stoves and furnaces, and the rope and twine market is also quiet. The Christmas rush has subsided, and with it the demand for holiday lines.

Tin.—The tin market is quiet, with light demand. The situation is unchanged, and price firm at 36c per pound.

Copper.—The demand for copper is light, but prices are firm at 13¾c to 14½c per pound. There is no change in the situation, which is still causing uneasiness on account of the uncertainty in the export business.

Lead.—Quotations are firm at 5c per pound, but the market is quiet. The domestic demand is light, but the export business is heavy.

Spelter.—Antimony is dull, but price is unchanged at 18c per pound. Aluminum is quiet at 18c per pound. Locally the markets this week are very dull, little business moving on account of the holidays and stock-taking.

Scrap Metals.—The market is stagnant, and prices unchanged. Detailed prices are given in the current market quotations.

Bar Iron and Steel.—There is practically no business being done this week. Being the end of the year, most consumers are stock-taking. Prices are unchanged at \$2 per base.

Pig Iron.—The market is featureless and dull. Quotations on Hamilton and

Victoria brands are unchanged at \$17 per ton.

Wire Nails.—There is no change in the situation, and the market is quiet, with prices firm at \$2.05 base, less 2 per cent. off, 30 adys. Cut nails are being quoted at \$2.70 base.

Iron and Lead Pipe.—The demand is light and prices are unchanged. Lead pipe is firm at 7½c, 5 per cent. off, and waste pipe 9c, 5 per cent. off. Quotations on iron pipe are given in the current market quotations.

Stoves and Furnaces.—A seasonable quietness prevails, and consequently there is little movement in these lines.

Rope and Twine.—There is nothing new to report in this market. Business is quiet, but prices holding firm. Prices are given in our current market quotations.

LONDON.

LONDON, Dec. 31.—Business is quiet this week. Retail merchants are preparing and straightening their stocks for the annual stock-taking. Nearly all manufacturers' and jobbers' salesmen are in for the week. No price changes of importance have taken place.

Wire and Cut Nails.—The price of \$2.05 base on wire nails reported last week is still in effect, and nails are offered for present or spring delivery at the above price. Cut nails are still quoted at \$2.70 base.

Paints, Glass, Etc.—Linseed oil remains unchanged at last weeks' quotations, as follows:

	Raw.	Boiled.
1 to 2 bbls.	56	59
3 to 5 bbls.	55	58
6 to 9 bbls.	54	57

Turpentine is quoted in single barrel lots at 68c per Imp. gallon; 2 to 4 barrels, 67c per Imp. gallon; 5-gallon lots, 75c per Imp. gallon.

Rope, Twine, Etc.—There is little demand for rope and twine. Quotations on rope are as follows:

Pure Manila ..	14c base.
British ..	11c base.
African hemp ..	11c base.

There has been a good demand for cut glass, silverware, pocket and table cutlery, razors, etc., and other lines suitable as Christmas gifts.

Glass—There is a fair demand for glass at the following net prices, which is figured from a basis of 20 per cent. off the present case price.

Up to 25	\$5.20	\$ 6.88
26 to 40	5.60	8.00
41 to 50	5.92	9.36
51 to 60	6.40	9.60
61 to 70	7.00	10.20
71 to 80	7.60	11.08
81 to 85	8.40	14.00
86 to 90 .....	..	15.08

91 to 95	15.36
96 to 100	18.20
101 to 105	25.60
106 to 110	28.80

Cpt lights are quoted at 20 per cent. off the pane price list.

WINNIPEG.

WINNIPEG, Dec. 31.—As is regularly the case immediately following Christmas, orders from the retailers have fallen off very considerably. The retailers themselves, however, did a fair Christmas trade, and it seems certain now that, with the assistance of the splendid winter weather, the winter season will yield fair results. Indications are still that the business in the smaller places is better, comparatively speaking, than is the business in the cities.

Glass Market Quiet.

The week has been peculiarly quiet as far as any price movement is concerned. No change in price of ammunition has been struck, and following the advance fixed in glass two weeks ago, there has come no further movement there. The rise in the price of glass has, of course, had a quieting influence on that market. All speculative buying has now practically ceased. Dealers now seem satisfied that the prices being quoted will hold for some time. In this opinion they appear to be well advised.

It was expected that the price of barbed wire would be fixed during the past week. This price, however, was not determined. As was indicated in a recent report, there is here very fierce competition between the large manufacturers and some of the smaller producers. Without this competition prices would certainly be put on a higher level, but under the circumstances it is not certain that the rise will take place. It is not now certain exactly when the 1915 quotations will be determined. Probably this will be within the next fortnight, however.

Prices Not Yet in Effect.

The price of nails for the coming year also should be struck very shortly, and the change in building paper indicated last week will be definitely announced at the opening of the year. While the prices are not going into effect yet, however, this reduction is quite assured.

While not relating to prices, there is yet a situation in Saskatchewan at the present time which has a very close relation to any market report, as it will almost certainly have a bearing upon credits.

The Saskatchewan Government, while its definite enactments so far have no harmful effect on the retailers or whole-

salers, is yet wielding a club to deter as to the reliability of any individual or firm. pressure being brought to secure collections. The situation referred to is, of course, the action which the Saskatchewan Government supposed to have been taken for the protection of the farmer. As a matter of fact, this regulation is making practically impossible the collection of accounts in some cases by the retailer. This matter is dealt with elsewhere in *Hardware and Metal*. Students of the market would do well to study this explanation. All will readily see that if the retailer is hindered in making his collections from the farmer, and if as a result the retailer cannot pay the wholesaler, there will be a tendency on the part of the wholesaler to sell the retailer only on a cash basis. On the other hand, it is certain many believe the attitude of the Government more drastic than in reality it is—at least so far. In any event, however, the question is one upon which the dealer should take pains to inform himself.



WAR LEGISLATION BEARING ON CREDITS.

(Continued from page 39.)

feared by dealers. In very many cases it is these men who inaugurate the price shattering sales.

How It Would Affect Business.

In this connection perhaps may be properly instanced legal proceedings now under way in Alberta. A certain merchant in that province now stands committed for trial upon a charge of issuing a false statement with the object of thus securing greater credit. He is shortly to be tried before the supreme court. He recently made an assignment, and it was following this that information was received which lead the Canadian Credit Men's Trust Association of Calgary to take proceedings.

What will be the result of this case, is as yet uncertain. But leaving this for the time, and supposing that some dealer had got an extension of credit by means of issuing a false statement, it will be readily seen that thus he would have staved off bankruptcy, and would in this way, have prolonged competition for the other local dealers—would have prolonged what almost certainly would be the meanest kind of competition.

Such examples and possible examples as this, indicate very clearly that it is to the dealer's interest to have the question of surplus which a report may show, very clearly understood, and carefully investigated. It is a question if wholesalers or retailers either will be prepared to take the decision of the department of agriculture of the Saskatchewan government

Privilege Given the Farmer.

This briefly then is the situation as it stands at present. Exclusive of the machinery lines, it looks from the Act as if a dealer may take what steps he thinks best to secure payment of his account. The farmer, however, can appeal to the government, and the government may then suggest that the retailer cease to press for collection, and may also suggest that the wholesaler also cease to press the retailer for collection. With both suggestions, of course, the government indicates that if there is failure to comply, there is vested in the government power to compel such compliance.

It is an exceedingly interesting state of affairs. It is a state of affairs which will have a tendency to make wholesaler and retailer alike take steps towards putting their business, in future, as far as possible, on a cash basis. But while the cash basis may be the wish of many business men, it is yet somewhat doubtful if such forcing measures toward this end, as those now being practised are in the interest of the whole community.

Seemingly the government does not want to come out and pass a moratorium for the reason that this would certainly hurt the province's credit abroad. Yet they do appear desirous of taking unto themselves powers which will produce some of the results which would be secured by a moratorium. So far it does not seem that any great harm has resulted from this ace-up-the-sleeve policy of the Government. Nevertheless, it is a subject of vital interest to all dealing in this great Western province. It is a subject which retailers, wholesalers, brokers, and manufacturers alike, may well study.



THE VALUE OF THE WHOLE-SALER.

(Continued from page 41.)

hardware, actual statistics show that their goods reach through the retailer 92 per cent. of the people of the United States every 90 days. That, of course, includes everything, from the spoon for the baby to the portable motor boat, and all of the 50,000 articles that come in between. But his goods find their user.

America is called the land of inventors, and ever since Ben Franklin flew his famous kite and explained to the world what lightning was, the Yankee inventor has been foremost in the world. There has been issued up to the present time in the United States about 1,250,000 patents, and fully 75 per cent. of these are inventions of the hardware line, which are, as soon as

patented, placed with the wholesale hardware dealer for introduction; and as we have seen that he reaches practically everybody in the country, it is the only way to put it before the people, and should for some reason or other the wholesaler not care to take on a new patented invention, it is almost always dropped by the promoter. The wholesaler, however, generally is always glad to push the sale of any new article, and the tired brained, generally poor inventor, invariably finds a friend in the wholesaler, who takes his article and makes it possible for the people to get the benefit of the inventor's ideas and the inventor to realize his much-earned recompense for his (in most cases) years of tiresome toil. As the wonderful prosperity of this country has been largely due to its many inventions, so the wholesale hardware man has to a very great extent been responsible for the success of most of these inventions, which were it not for this wholesaler could not have been placed on the market. This is one of the most important departments of the wholesaler of hardware, who has taken his place in the march of progress, and with their thousands of enterprising salesmen, who have a large share in the success, are ever trying to find the wants of the people. We say money is the tool of all business, but back of money is the producer of money, which is the hardware, the producer of all wealth. The farmer plows, plants and harvests and puts the immense wealth of grain, vegetables and fruits on the market with this article. The miner, armed with hardware, digs a thousand feet in the earth, and there secures the precious metal that is coined and poured into the avenues of trade and commerce. The artisan, with the latest invented tools, has been reaching higher and higher, till the 50 and 60-story skyscraper stands as an example of his mechanical skill. We might continue to name the necessary uses of hardware, till everything in consequence were covered.

All the catalog houses in the country might close their doors forever, and not a ripple of effect would be felt in the business world. Close a dozen of the leading banks of the country, and the situation could be cleared in 25 hours; but let six of the largest wholesale hardware dealers close their doors in business, and the worst panic that America has ever seen would result in 12 hours. Such a thing has never happened, and may never happen.

The wholesale hardware business, which as we have seen is the life of the country, is built upon many years of careful business planning, and as progress advances, it takes the lead for all the people.

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

AS OTHERS SEE US

Being the seventh of a series of letters from Dealer Agents testifying to the gratifying service and satisfaction they derive from the sale of Martin-Senour Paints and Varnishes.

COPY OF LETTER.

Bracebridge, Ont., Nov. 28, 1914.

Messrs. Martin-Senour Co., Limited, Montreal, Que.

Gentlemen,—A page in this month's Paint Salad reminded me of a request we received some time ago for a testimony of our success with the Martin-Senour Products; and I must apologize to Mr. Gerke for my negligence in not replying to his letter. Let me assure you it was truly from neglect and not from any disinclination on our part to state our appreciation of both the Martin-Senour Co., and the Martin-Senour Products.

When we first took the Martin-Senour Agency, some eight years ago, the fire which destroyed our place of business cut short our initial success with Martin-Senour paint; but when we "got going" again, our Paint Department (flying the Martin-Senour colors) has made greater strides, year by year, than any other department of our business. Not only have we sold more paint each year, but we have had increasing paint satisfaction—we have felt that we were giving our customers full value for their money in paint of the highest quality obtainable, and we believe that the Martin-Senour Agency has brought us many new customers.

Although the high Quality of the paint in the can is the main thing, still we feel that the up-to-date advertising methods and the whole-hearted co-operation of The Martin-Senour Co. have had their part in the success which we have had with the Martin-Senour Agency.

Also just a word of appreciation of the personal interest in us and ours which has at all times been shown by Mr. Gerke, Mr. Conover, Mr. Cookson, Mr. Black, and doubtless others with whom the writer is not personally acquainted.

Looking forward to a bigger and better Martin-Senour paint season in 1915, and wishing the Martin-Senour Co. continued success, we remain,

Yours very truly,

(Signed) THE WHITTEN CO., LIMITED,

E. A. Whitten, Mgr.



The **MARTIN-SENOUR** Co.

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO

MONTREAL

WINNIPEG

HALIFAX

• LINCOLN •

TORONTO



WINDOW

GLASS

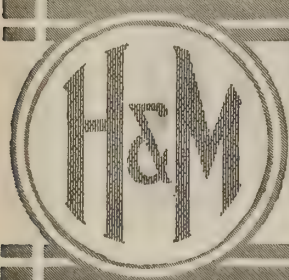
--- a friendly tip ---

Unfortunate Belgium can no longer help supply us.

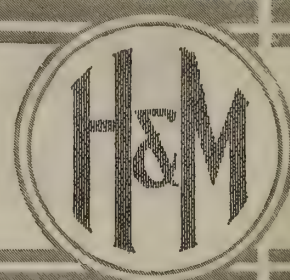
The shortage means prices will advance steadily. Our stock of all grades is practically complete—but we advise immediate sorting.

A. Ramsay & Son Co.
Montreal

Established 1842



Weekly Paint Markets



MONTREAL.

MONTREAL, Dec. 30.—When the present week is referred to as about the quietest of the year in the paint trade, the statement is no particular reflection upon the existing conditions. Normally the period between Christmas and New Year is the slow week and dealers look for little business. Few travelers are on the road and retailers are generally taking breath before turning the leaf of the new year. Dealers are clearing the decks for the spring business, which is remarkably good, all things considered. The country looks about up to normal, but there is a falling off in the cities. Bookings from the country for January, February and March are very good. Prices during the week have seen little change, with the exception that there has been a shift in linseed oil made by the refiners, and the dealers are moving accordingly. The situation is considered as firm, with no bookings encouraged, but there still exists a spread in the quotations. Glass is very dull, but prices are firm.

Linseed Oil.—The market is reported as advancing. The price increases, however, are irregular. Refiners announce that there has been an advance of 2c during the week, which brings the basis there to 57c and 59½c. On an authority usually taken in the trade on the price of oil the quotation is given as 57c and 60c, with some close business at 59½c; the statement being that nothing would be considered at this figure. However, on the head of this a quotation from another firm was secured at 55c and 58c, together with the statement that an advance would probably be made almost immediately on the strength of the market. In no case are booking orders being encouraged, and buying is not heavy. Factors encouraging the advance are generally given as the conditions in the Canadian flax market, where there have been increases in the price of seed, and where the situation is now described as firm.

	Raw.	Boiled.
1 to 2 barrels	55-57	58-60
Ten-barrel lots about		
2c under 5-gal. lots.	60-62	62½-64½

Gasoline and Benzine.—Business here is very quiet for the week, although not

more than usual at this season. Consumption of gasoline has not fallen off more than usual during winter months. Demand for oil is only fair.

Gasoline.—In drums, 15c gal.; tank wagon, less 100 gals., 14½c gal.; 100-gal. lots and over, 14c. Benzine, in wood, 18½c; in steel, 15c; Canadian oil, 13½c; American oil, 17c.

Turpentine.—Situation continues easy with quotations generally down to the base, which was announced a week ago, although one concern still holds at 65c for single barrels. However, even in this case an adjustment is impending.

½-barrel lots	66c gal.
1-barrel lots	63c gal.
2 to 4-barrel lots	62c gal.
5 to 10-barrel lots	61c gal.

Glass.—Demand for the week is very light, there being practically nothing moving. The situation continues very firm, especially so as there have been advances in prices recently in the United States. Putty also continues firm and steady, although there is naturally a very small demand when there is practically no glass moving to consumers.

White Lead.—Lead continues firm for the present at \$8.45 and \$8.65 in less than ton lots, although there is some prospect of a change in the near future.

TORONTO.

TORONTO, Dec. 30.—The holiday season is having the usual effect on the paint trade and a general quietness prevails. Travelers are all in until the end of the year. The cold weather has practically stopped building operations and has also resulted in a falling off in the demand for glass and putty as well as paints. Linseed oil is unchanged with light demand but turpentine has been reduced three cents a gallon in an effort to stimulate buying. There is a brisk demand for coal oil while gasoline and benzine are moving out well.

Linseed Oil.—The market is quiet and demand light. There has been some talk of price-cutting but nothing developed. Prices are unchanged and are as follows:

	Raw.	Boiled.
Single bbls.	56	59
3 to 5 bbls.	55	58
6 to 9 bbls.	54	57

Turpentine.—There has been little de-

mand for turpentine and in order to stimulate buying the price has been reduced three cents a gallon. The new prices in Toronto which go into effect on January 1, are as follows: Single barrels, 65s; 2 to 4 barrels, 64c per Imperial gallon.

Coal Oil and Gasoline.—There is a good demand for coal oil stimulated by the cold weather. Prices are given in our current paint market quotations. Gasoline is quoted at 18½c and benzine at 18c per gallon.

Glass.—The glass situation is practically the same. The demand is light as building operations have been suspended during the week. The market is firm. Prices are given in our current market quotations.

Putty.—Business has been quiet this week but the market is firm. The following prices are for standard putty in less than ton lots.

	Per 100 lbs.
Bulk bbls., 800 lbs.	\$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00
Pure putty, 60c per cwt. advance.	

GLASS MAKERS ORGANIZE.

What is generally known as the independent plate glass interests of the country have organized a new manufacturers' association and will call its the National Association of Plate Glass Manufacturers of America. The organization has just been consummated and a temporary association headquarters will be opened in the First National Bank Building in Pittsburgh. Steps under way for some time to bring the independent plate glass interests of the country together had not attracted much outside attention until the announcement was made last week of the organization. It was explained the object was to gather statistics regarding the industry and to publish from time to time such facts and information regarding it as might educate the public on the relative value of plate glass.—Paint, Oil and Drug Review.

l'entente cordiale

To King Edward the Seventh is largely due the cordial relationship between France and England.

This bond has been further strengthened in the past few years through the work of King George the Fifth and President Poincare.

So to-day the French and English Allies are fighting shoulder to shoulder on the battlefields of the Old World, and this has brought into closer union the French and English speaking peoples in the New World.

This unity seems a happy portend of the ultimate issue.

The rapidly increasing majority of the people of both French and English extraction throughout Canada, agree that the most satisfactory and reliable paint to use is B-H "English"—the one paint in the white base of which 70% Brandram's B.B. Genuine White Lead and 30% Pure White Zinc *are allied*, ground in pure Linseed Oil, and thinned in more Linseed Oil, Turpentine and Dryer and nothing else. The result is great beauty, brilliancy, covering capacity and durability.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 20 days net.

Shot standard, 100 lbs., \$15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼ c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hal-
lett's 17 50 18 00

ANVILS.

Buckworth, per lb. 0 10½

AUGERS.

Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
"Irwin's" auger 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 50
Samson single bit, doz. 9 00
Samson single bit, handled,
doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No.
2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.

No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.
—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooners' Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3. No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, \$1; cut
laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in.
dia. and smaller, 65 and 10 p.c.
Carriage Bolts (\$1) list, 7-16 in.,
52½ and 12½%
Machine Bolts, ¾ in. dia. and
smaller, 70 and 5%
Machine Bolts, 7-16 in. dia. and
larger, 60 and 5%
Sleigh Shoe Bolts, ¾ in. dia. and
smaller, 62½%
Sleigh Shoe Bolts, 7-16 in. dia.
and larger, 50 and 12½%
Coach and Lag Screws, 75 and
5%
Skein Bolts, 75%
Square Head Blank Bolts, 60%
Bolt Ends, 60 and 5%
Pilot Bolts, 55, 10 and 5%
Elevator Bolts, 60 and 5%
Fancy Head Bolts, 50 and 5%
Shaft Bolts (\$3) list, 50 and 10%
Step Bolts, large head (\$3) list,
50 and 5%
Whiffletree Bolts, 50 and 5%
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½%
Tire Bolts, 75%.

BRASS.

Per lb.
Springs, sheets, up to 20
gauge 0 25
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in.
base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel,
No. 241, 45%
Wrought brass, 45% off revised
list.
(Cast iron loose pin, 60%
Wrought steel fast joint and
loose pin, 70 and 5%
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra
heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14½x3 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash).

Per doz.

Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass) 3 75
Western King (Enamel) ... 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 35%
Creamery cans, 35 and 12½%
Railway cans, 40 and 12½%
Hand, delivery and creamery
cans, 35%
Cream cans, 35 and 12½%; with
dome top, 15c extra. Retinned,
72½ and 5. Plain, 72½ and 15.
Milk can trimmings, 20%.

Common, cork-lined, 3 per cent.
Cans, jacketted.

1 gal. jacketted, per doz. .. 2 70
2 gal. jacketted, per doz. .. 3 60
3 gal. jacketted, per doz. .. 4 20
5 gal. jacketted, per doz. .. 4 80
10 gal. jacketted, per doz. .. 8 40

CEMENT AND FIREBRICK.

Less than carload lots. .. 1 85
Portland, per bbl., carload
lots, f.o.b. Toronto 1 55
White Bricks, English. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch.
per 1,000 23 00 28 00
Fire Brick, English. 17 00 21 00
Fire Brick, Am., low. 23 00 25 00
Fire clay (Scotch),
net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1¼ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.).. 0 17
Cement (in 5 and 10 gals.).. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored,
per gross 0 65 0 80
Carpenters lead pen-
cils, per gross ... 2 40 6 75
Crayons, per gross.. 0 20

CHISELS.

Cold chisels, 5x6 in., doz.... 2 20
Bevel edge, 1 inch, doz. ... 2 50

CHAIN.

Proof coll. per 100 lbs., ¼,
\$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16,
\$4.05; ½, \$3.80; 9-16, \$3.80; ¾,
\$3.65; ¾, \$3.60; ¾, \$3.40; 1, \$3.20.
Electric Weld Coll Chain—BB,
3-16 in., \$9 per 100 lbs.; ¼ in.,
\$6.25 per 100 lbs.; 5-16 in., \$4.85
per 100 lbs.; ¾ in., \$4 per 100
lbs.; 7-16 in., \$4 per 100 lbs.; ½
in., \$4 per 100 lbs.
Electric Weld Loading Chain,
¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10;
No. 3, \$11; No. 4, \$13; No. 5, 16;
f.o.b. Toronto, Hamilton, London
and St. Mary's, 40 and 10 per
cent.; f.o.b. Ottawa, Kingston,
and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each ... \$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner 6 50
Cadillac Electric, Model C. 18 00
Cadillac Electric, Model D 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case ... 6 75

COPPER.

Montreal Toronto
Casting ingot \$14 50 \$14 50
Bars, ½ to 2 in. 23 00 27 50
Plain sheets, 14 oz.,
14x28 in., 14x60 in. 21 00 20 50
Copper sheet, tinned
14x60, 14 oz. 23 50 30 50
Copper sheet, plan-
ished, 14 x 60 base 29 00 37 50
Braziers' in sheets,
6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 25½
No. 7, lb. 0 24½
No. 8, No. 9, No. 10, No. 12 0 24

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler,
12 doz. size, per doz., ... 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets. 3 85 4 00

Galvanized.

Apollo D. Crown Gorbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous— Per box

I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50
"Allaway's Best" Standard
Quality.
I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112
sheets 7 40
I X, Terne Tin 9 40

COKE BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES.

7½c per lb

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

DRILLS.

Bit Stock Drills. 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and
10 per cent.

THE FIRST LINE OF DEFENCE

against decay is paint, of some sort. The better the paint the more secure and lasting is the defence.

Jamieson's Pure Prepared Paints

possess wearing qualities that will make them pre-eminently satisfactory to your customers because of the many long years of experience which each drop represents.

Agencies open? Yes, a few. Write us.

R. C. JAMIESON & COMPANY, LIMITED

Established 1858

Montreal

Vancouver

Owning and operating P. D. Dods & Co., Limited

Makers of Jamieson's Pure Prepared Paints.

YOUR CUSTOMERS WANT BABBITT METALS *MADE IN CANADA*

BABBITT METALS

MADE BY

THE
CANADA METAL CO.
LIMITED

Give Excellent Service.



Imperial Genuine
for

Heavy Loads.

Harris Heavy Pressure
for

General Machinery Bearings

WE HAVE EVERYTHING IN METALS
AND EVERYTHING FOR THE PLUMBER.

WRITE FOR CATALOGUE "A"—MAILED FREE.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

DRIERS.

Clothes, 4 sides, 16 bars, folding. doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double Standard
29 in. Single
7 oz. ... 0 17½ 6 oz. ... 0 11½
8 oz. ... 0 19½ 7 oz. ... 0 13
9 oz. ... 0 22 8 oz. ... 0 14½
10 oz. ... 0 24½ 9 oz. ... 0 16¼
12 oz. ... 0 29½ 10 oz. ... 0 18
15 oz. ... 0 36½ 12 oz. ... 0 21½
15 oz. ... 0 29
Standard. Single Filled, 36-inch.
7 oz. ... 0 17 10 oz. ... 0 23½
8 oz. ... 0 19 12 oz. ... 0 28½

F**FILES AND RASPS. Per cent.**

Disston's ... 75
Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 66 2-3
Delta Files ... 65
Nicholson ... 66½
Jowett's (English list) ... 27½
Spear & Jackson (Eng. list) ... 35
Globe ... 75
Hellers ... 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STAIL. Doz.

Hollow ... 0 81
Solid ... 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE

Montreal Toronto
Single bbls., per bbl. 18½
Three bbls. and over ... 0 18

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, ½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL)

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 6 06
Masons, 5 lbs. and over ... 0 06
Napping, up to 2 lbs. ... 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.

Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger,
full set ... 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track. Special.
Zenith ... 9 00
Atlas, steel covered ... \$5 25 6 60
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00
Double strap hang-
ers, doz. sets ... 6 50
Standard, jointed
hangers, doz. sets ... 6 45
Steel King hangers,
doz. sets ... 6 40
Storm King and safety
hangers ... 5 75
Storm King rail ... 4 25
Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50
Chicago Friction. Oscillating
and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in.
(100 ft.) ... \$3 25
Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson
Per doz. Shingle Claw
No. 1 ... 13 13 15 10
No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and
partly cured ... 0 12 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and
tail, up to ... 3 75
Sheep skins, up to ... 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP

HINGES. Strap. Tee.
4 in., doz. prs. ... \$1 03 \$0 87
5 in., doz. prs. ... 1 25 1 00
6 in., doz. prs. ... 1 35 1 03
8 in., doz. prs. ... 1 84 1 38
10 in., doz. prs. ... 3 24 2 27
12 in., doz. prs. ... 4 03 3 73
14 in., doz. prs. ... 4 59 4 00
Heavy tee and strap discount,
40-10 per cent.
Light tee and strap discount,
70 per cent.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. ... 5 00
Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ¾
in., per lb. ... 5½
Extra hooks for above, ¾
in., per lb. ... 5½

Crate hinges and back flaps,
65 and 5 per cent.

Chest hinges and hinge hasps,
65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5,
\$18.00; No. 10, \$19.50; No. 20,
\$8.50; No. 50, \$24; No. 51, \$9.60;
No. 120, \$17.40; offset No. 192,
\$16.80.

Chicago hold back screen door
iron, gross, \$12.

Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000),
45 per cent.

Garden City fire house hinges,
12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., \$4 doz.

HOOKS, GRASS. Canadian Fox

No. 2, per doz. ... 1 60 2 50
No. 3, per doz. ... 1 70 2 90
No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80
Evelone, doz. ... 2 40
Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and
heavy, No. 2 and larger, \$3.90;
No. 1 and smaller, \$4.15; snow
pattern, No. 2 and larger, \$4.15;
No. 1 and smaller, \$4.40; "X.L."
steel shoes, new light pattern, 1
to 6. No. 2 and larger, \$4.35; No.
1 and smaller, \$4.60; "X.L." steel
shoes, feather weight pattern, all
sizes. No. 0 to 4, \$5.75; special
countersunk steel, all sizes. 0-4,
\$6.25; toe weight steel shoes, all
sizes, No. 1 to 4, \$6.75. F.O.B.
Montreal.

Toecalks Standard, J. P. & Co.,
"Blunt" No. 1 and smaller, \$1.50;
No. 2 and larger, \$1.25; "Sharp"
No. 1 and smaller, \$1.75; No. 2
and larger, \$1.50 per box. Put
up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10 p.c.
Corrugated, 1½ in., ft. ... 0 11
Corrugated, ¾ in., ft. ... 0 14½
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto
Angles ... base 2 50 2 50
Common bar, per
100 lbs. ... 2 05 2 00
Forged iron, per
100 lbs. ... 2 30 2 35
Refined iron, per
100 lbs. ... 2 40 2 40
Horseshoe iron, per
100 lbs. ... 2 40 2 40
Mild steel ... 2 25 2 00
Sleigh shoe steel ... 2 25 2 25
Domestic ... 2 30 2 00
Reeled machinery
steel ... 2 75 3 00
Tire steel ... 2 35 2 20
Sheet cast steel ... 0 15 0 15
Toe calk steel ... 3 10 3 15
Mining cast steel ... 0 07½ 0 07½
High speed ... 0 65 0 65
Cammell Laird ... 0 15
Black Diamond tool
steel ... 0 08½ 0 08½
Silver tool steel ... 0 13½ 0 13½
Cold Rolled Shafting.
9-16 to 11-16 inch ... 0 06
¾ to 1-7-16 in. ... 0 05½
1-7-16 to 3 inch ... 0 65
Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case
lots ... \$ 9 50
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case
lots ... 10 00
extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished,
per set ... 0 78
Mrs. Potts, No. 50, nickel-
plated, per set ... 0 85
Mrs. Potts, handles, japan-
ned, per gross ... 9 00
Sad irons, common, plain ... 5 00
Sad irons, common, plated ... 5 50
Asbestos, No. 70, per set ... 1 50
Asbestos, No. 90, per set ... 1 20
Princess Electric, each ... 3 00
Ideal Electric, each ... 2 85
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).
Shelf-lock ... 12c ft.
Ontario ... 16c ft.
Faultless ... 20c ft.
Extra Heavy ... 28c ft.
Hercules ... 25c ft.
Decorator ... 18c and 20c ft.
Perfect ... 22c ft.
Chair Ladders, each ... \$2 00

(Roped Extension).

20 ft. ... \$3 00 42 ft. ... \$ 7 95
22 ft. ... 3 30 44 ft. ... 8 36
24 ft. ... 3 60 46 ft. ... 8 74
26 ft. ... 3 90 48 ft. ... 9 12
28 ft. ... 4 20 50 ft. ... 9 50
30 ft. ... 4 50 52 ft. ... 11 44
32 ft. ... 4 80 54 ft. ... 11 88
34 ft. ... 5 78 56 ft. ... 12 32
36 ft. ... 6 12 58 ft. ... 12 76
38 ft. ... 6 46 60 ft. ... 13 20
40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60
22 " ... 2 86
24 " ... 3 12
26 " ... 3 38
28 " ... 3 64
30 " ... 3 90
32 " ... 4 16
34 " ... 5 10
36 " ... 5 40
38 " ... 5 70
40 " ... 6 00
44 " ... 7 48

(Common Single).

Fruit picking ladders, long
nose, same price as common
22 ft., each ... 2 64
16 ft., each ... 1 76
14 ft., each ... 1 54
12 ft., each ... 1 20
single ladders; sort nose, 1c per
18 ft., each ... 1 96
20 ft., each ... 2 40
foot additional.
8 ft., each ... \$0 80

LANTERNS.

Per doz.
Banner Buggy ... 10 75
Banner Junior ... 11 75
Trulite ... 7 00
Wrightlights ... 7 00
Beacon ... 7 00
No. 2, or 4, plain cold blast ... 7 00
Short globe, pattern ... 7 00
Cold blast, japanned ... 9 25
Brass, well japanned ... 24 00
All brass ... 1 90
Little Bobs A.C., doz. ... 1 90

LANTERN GLOBES.

Cold blast, short ruby ... 1 75
Cold blast, common ruby ... 1 60
Cold blast, short ... 0 65
Cold blast ... 0 50
Prism globes ... 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. ... \$ 3 30
No. 34, per doz. ... 11 80
No. 34X, per doz. ... 11 80
No. 37, per doz. ... 13 40
No. 042, per doz. ... 15 25
No. 42, per doz. ... 16 25

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath ... 0 17
32-gauge, galv. metal lath ... 0 19

LEAD.

Montreal Toronto
Trail, 100 lbs. ... 500 5 00
Lead Wool, 8c lb.
Sheets, 2½ lb. sq. ft. 7 50 7 50
Sheets 3 lb. sq. ft. 6 75 6 75
Sheets, 3½ lb. sq. ft. 6 62½ 6 60
Sheets, 4 to 6 lbs. sq.
ft. ... 6 50 6 50
Cut sheets, ¼c per lb. extra.
Cut sheets to size, ¼c per lb
extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood ... 4 00
1626x9, Walnut pointed ... 4 50
1628x12, Rosewood ... 7 50
104x24, Triple stock (net). 21 00
104x27, Triple stock (net). 22 00
104x30, Triple stock (net). 23 15

LINES, PLOUGH.

Russia snap, per gross ... 33 00
Indian snap, per gross ... 27 00

MACHINES (WASHING). Each

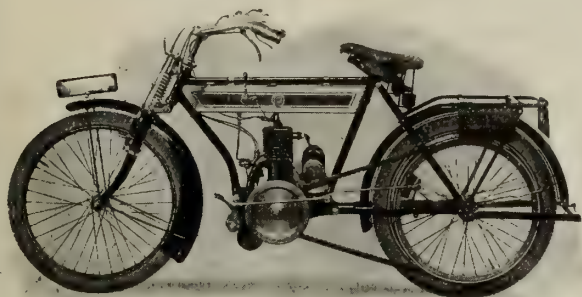
Canadian ... \$ 5 00
Dowsell ... 5 00
Hamilton ... 5 75
Re-Acting ... 7 50
Snowball ... 8 00
Noiseless ... 8 25
Sunlight ... 8 75
Momentum ... 8 75
New Century, style "A" ... 9 00
New Century, style "B" ... 10 00
New Century, Power, style
"D" ... 24 00
New Idea, style "B" ... 11 00
Playtime, engine drive ... 11 00
Ideal Power ... 16 00
Seafoam, electric ... 60 00
Seafoam, engine drive ... 25 00
New Idea, electric ... 80 00
Sunshine ... 4 50
Popular, No. 1 ... 5 25
Economic ... 6 00
Champion ... 9 00
Excell-All ... 11 00
Blue Bell, without stand ... 9 00
Puritan Water Motor, com-
plete ... 16 00
Hydro, One Tub, engine
drive ... 26 00
Discount 25%. Freight equal-
ized with Montreal, Ottawa,
Toronto, Hamilton, Kingston,
London and St. Mary's on ship-
ments of quarter dozen and up-
wards.

Stephenson Washers, \$6 net.

The "Saltley Vulcanus" 2¼ h.p. Two-Stroke Light Motor Cycle

LIST PRICE
23 Guineas

LIST PRICE
23 Guineas



Complete as illustration, with A.M.A.C. Carburettor, U.H. Magneto. Michelin Tyres, 24 in. by 2 in. **Very Silent Running.** The Cheapest Motor Cycle on the Market. No Better Value obtainable. All Parts Guaranteed.

THE SALTLEY CYCLE COMPANY
86 Snow Hill, BIRMINGHAM, ENGLAND
Telegrams: "EXPORTER, BIRMINGHAM."

BUTLER'S FAMOUS CUTLERY

HAS STOOD THE TEST
FOR MANY GENERATIONS

It is made throughout on their own premises, from finest grade of steel regardless of cost, by skilled workmen.

Butler's "KEEN" and other Razor brands are **BEGUN AND FINISHED** at Trinity Works, **NOT SENT** to Germany for grinding.

*"Sheffield made,
Both haft and blade."*

TRADE-MARK "BUTLER" GRANTED A.D. 1768.

THE  MARK GRANTED A.D. 1681.

Butler's "CAVENDISH" brand (Regd.) Table Knives, Carvers and Plate.

HIGHEST ATTAINABLE QUALITY. SPECIAL.

GOLD MEDALS. GRAND PRIX.

GEORGE BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.

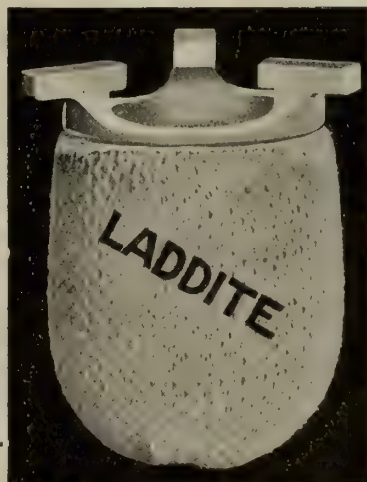
CANADIAN REPRESENTATIVE:
G. A. MARSHALL 70 Lombard Street, Toronto

Another GOLD MEDAL for the "LADDITE"

"SPLENDOR" "AERO-LITE"
CANADIAN NATIONAL EXHIBITION 1914
STRONGEST AND MOST DURABLE

Samples
and
Prices
Furnished
on
Application.

Write
to-day
for
Particulars.



Mantles
Made and
Supplied
for
OIL
GASOLINE,
AIR GAS,
KEROSENE,
ACETYLENE,
and
LIGHT-
HOUSES

MANUFACTURERS UNDER THE "LADDITE PROCESS"
THE HAMILTON GAS MANTLE CO. LTD.
18-24 FERGUSON AVE. N., HAMILTON, ONT.



Maple Leaf Brand Stitched Cotton Duck Belting

Excels all others in economy, strength, efficiency, and true running, whether for Transmission of Power or Conveying. At a recent test it stood a breaking strain 50% greater than leather, and 25% greater than the rubber belt.

"Maple Leaf" Belt Dressing

The best for all kinds of belts.
Very satisfactory and profitable goods for all dealers. Write for prices and sample.

**Dominion Belting
Company, Limited**
HAMILTON, CANADA



MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory.	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak.....	15 00

MANGLES.	Doz.
Victor, each	\$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6.....	1 00
Size glass, 5 x 7.....	1 25
Size glass, 6 x 9.....	1 60
Size glass, 7 x 9.....	1 75
Size glass, 8 x 10.....	2 00
Size glass, 9 x 12.....	2 60
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75

MOPS.	Doz.
Mops, O-Cedar, doz.....	\$12 00
S. W. Mops, doz.....	3 25
New Wizard, small, doz...	8 00
New Wizard, large.....	10 00
Mop sticks, doz.....	1 10
Cast head mops, doz.....	1 35
Crescent, doz.....	1 50
Crank wringing, doz.....	4 75
Extra Cloths.....	
Challenge, doz.....	2 10
Woven, cloths, doz.....	1 35

NAILS.	N
Standard steel wire nails,	
Toronto, \$2.05 base; Montreal,	
\$2.15 base; London, \$2.05 base.	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75%.	
Coopers' nails, 33 1-3%.	
Pressed spikes, ½ diameter,	
per 100 lbs., \$3 base.	

NAILS (HORSE SHOE).	Capewell.	Per box
No. 4, in 25-lb. box.....		\$3 75
No. 5, in 25-lb. box.....		3 75
No. 6, in 25-lb. box.....		3 50
No. 7, in 25-lb. box.....		3 25
No. 8, in 25-lb. box.....		3 25
No. 9, 10, 11 and 12, in 25-		
lb. box		3 00
Less 10 and 5 per cent. off.		

NAILS (HORSE).	M.R.M. cold forged process	list, 10th January, 1912.	Prices per
Size.	Length.	25-lb. box.	
No. 3, 1½-inch			\$1 10
No. 4, 1¾-inch			3 75
No. 5, 1 15-16			3 50
No. 6, 2½			3 10
No. 7, 2 5-16			2 90
No. 8, 2½			2 75
No. 9, 2 11-16			2 60
No. 10, 2¾			2 50
No. 11, 3 1-16			2 45
No. 12, 3¾			2 45

NETTING, POULTRY.	2 in. mesh, 19 w.g., 50-10-5% off;	1½ in. mesh, 50-10-5% off.
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NET PRICES ON SMALL SIZES POULTRY NETTING.

½ in. x 22 ga. x 12-in., roll.	\$3 00
½ in. x 22 ga. x 18-in., roll.	4 30
½ in. x 22 ga. x 24-in., roll.	5 65
½ in. x 22 ga. x 30-in., roll.	6 90
½ in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 50
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10

OAKUM.	Per 100 lbs.
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Best (American)	9 50
U.S. Navy (American)...	9 00
New hemp (English)...	7 00
U.S. Navy (English)...	6 50
Navy (English)	6 00
Best Navy	5 00
Plumbers (spun) ...	4 00 4 00

OIL.	Can. prime white	petrol
Royalite	0 13½	0 14
Palatine	0 17	0 14
Castor Oil (per lb.) ..	0 21½	0 16½
Black oil (Summer) ..	0 08½	0 08½
Black oil (Winter) ..	0 12½	0 12
Cylinder Green	0 14½	0 14
Paraffine	0 35	0 35
XXX Machine	0 22	0 20
	0 25½	0 21

OLD MATERIALS.	F.o.b. Toronto.
Tea lead, pack., 2½c lb.	
Tea lead, chest, 3c lb.	
Lead (heavy pipe, etc.), 3½c.	

Brass, heavy, 7½c lb.	
Brass, light, 5½c lb.	
Zinc, heavy, 3½c lb.	
Copper, heavy, 9½c lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Mach. compos., No. 1, 8½c lb.	
Compos. turnings, No. 1, 8½c lb.	
Rubbers, such as old rubber,	
boots and shoes, according to	
trim, 5½c to 6c lb.; overshoes,	
lumbermen's rubber boots, etc.,	
5 to 6c lb.; auto tires, etc., 4c;	
bicycle tires, 2½c.	

PACKING (JUTE).	Per Coil Lots.
Fine jute, lb.	0 09½
Beaver, lb.	0 08
Coarse sewer, lb.	0 07

PAPER, ETC.	O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70	
Per 400 ft. roll		
Plain Fibre, No. 1.....	0 50	
Plain Fibre, No. 2.....	0 32	
Tarred Fibre, No. 1.....	0 62	
Tarred Fibre, No. 2.....	0 43	
Tarred Fibre, Cyclone, 25		
lbs., roll	0 62	
Dry Cyclone, 15 lbs.....	0 50	
Tarred Fibre, Good Luck		
Brand, per roll	0 62	
Dry Fibre, Good Luck		
Brand, per roll	0 50	
Per 100 lbs.		

Oiled waterproof building		
paper, 600 sq. ft. roll....	1 05	
400 sq. ft. roll	0 35	
O.K. Brand corded sheathing	0 35	
Sheathing (Surprise)	0 40	
Blue R-S Sheathing	0 42	
Dry fibre No. 1	0 50	
Dry fibre No. 2	0 35	
O.K. carpet felt	1 40	
Per 100 lbs.		

Heavy dry straw	1 80	
Heavy tarred straw	1 80	
Spruce sheathing	3 00	
Carpet felt, 16 oz.	2 60	
Carpet felt, 20 oz.	2 60	
Resin sized Fibre, per roll.	0 43	
Asbestos Bldg.	3 25	
Heavy fibre, 32 ft. x 60 ft.,		
per 100 lbs.	2 00	
Liquid Roofing Cement,		
bbls., per gallon	0 17	
Liquid tins cement, 5s ..	0 19	
Crude coal tar, per bbl.	4 50	
Refined coal tar, per bbl.	5 00	
Shingle Varnish, per bbl.	5 00	
Cans, per lb.	0 05	
Rails, per lb.	0 05	
Map Cotton, per lb.	0 17	
Tarred felt, Dominion, 7 oz. 2 10		

PICKS (CLAY).	5 to 6 lbs., doz.	3 75
7 lbs., doz.	4 00	
7 to 8 lbs., doz.	4 75	
8 lbs., doz.	5 00	

PINS, COTTER.	Cotter pins, 90 p.c. discount.
---------------	--------------------------------

PINS, CLOTHES.	Selected full count.	Per case
5 gross, 4-in. (loose)	\$0 80	
5 gross, 4½-in. (loose)	0 90	
5 gross, 5 in. (loose)	1 00	
4 gross, 4-in. (12 pkgs. of		
4 doz. each)	0 80	
5 gross, 4 in. (24 pkgs. of		
2 doz. each)	0 90	
6 gross, 4 in. (12 pkgs. of		
6 doz. each)	1 00	

PIN (ESCUTCHEON).	Steel, discount, 50 per cent.
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PIPE, STANDARD WROUGHT.	Butt weld.	Black	Galvanized
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Size	Black	Galvanized
¼ and ¾ inch	\$2 16	\$3 06
¾ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inches	6 10	8 40
1½ inches	7 29	10 04
2 inches	9 81	13 51
2½ inches	15 80	21 65
3 inches	20 66	28 31
3½ inches	24 84	34 04
4 inches	29 43	40 33
Lap weld.		
2 inches	11 29	14 99
2½ inches	16 38	22 23
3 inches	21 42	29 07
3½ inches	25 76	34 96
4 inches	30 52	41 42
4½ inches	35 56	48 26
5 inches	41 44	56 24
6 inches	53 76	72 96
7 inches	79 97	105 90

8"x25 lbs. per ft.	83 75	111 30
8"x28 lbs. per ft.	96 48	128 40
9 inches	115 60	153 50
10"x32 lbs per ft	107 20	142 40
10"x40 lbs. "	138 00	183 30
12 inches	174 90	.....

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD).	Lead pipe, 7½c, 5% off.
Lead waste pipe, 9c; 5% off.	
Traps and bends, 40% off.	

PIPE (SOIL).	Medium and extra heavy pipe up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.	

PIPE (CONDUCTOR).	2 inch, in 10-ft. lengths....	3 45
3 inch, in 10-ft. lengths....	4 20	
4 inch, in 10-ft. lengths....	5 35	
5 inch, in 10-ft. lengths....	7 60	
6 inch, in 10-ft. lengths....	9 25	

PITCH.	Pine, per bbl.	4 50
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PLANES.	Wood bench, Can., 15 per cent.
Wood, fancy, 30 to 35 per cent.	
Prices, Pliers and Nippers.	
Button's, genuine, 37½ to 40 per cent.	

PLATES (BOILER).	Montreal Toronto
Plates, 1¼ to ½ inch,	
per 100 lbs.	2 40 2 50
Heads, per 100 lbs.	2 65 2 75
Tank plates, 3-16 inch	2 70 2 80

PLUGS (METAL).	Painted wall plugs, per	1,000	\$20 00
Galv. wall plugs, per 1,000..	23 00		

POLISH.	Doz.
O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-ozs.	2 00
Liquid veneer, 12-ozs.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100	
in pkg.	6 50

RAZORS.	R	Per doz.
Boker's King Cutter	14 50	
Henckels	7 50	20 60
Gillette Safety, each	3 75	
Star Safety Razor, 33½ per cent.		
Edelweiss	17 50	
Ever-Ready, doz.	9 00	
Ern Razors	6 00	18 00
Ern Junior Razor	14 50	

REELS, HOSE.	Plain wood, each	0 75
Plain wood, with drum, ea.	0 95	
Metal	1 40	

RIVETS AND BURRS.	Iron rivets, blacked and tinned.	75%.
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Iron burrs, 75 per cent.	
Copper rivets, usual proportion	
of burrs, 35 and 12½; burrs, 30	
and 12½ per cent.	
Extras on Coppered Rivets, ¼-	
lb. packages, 1c per lb.; ¾-lb.	
pkgs., 2c lb.	
Coppered Rivets, net extras.	
2½c per lb.	

ROOFING.	Tarred felt (7 oz.)	\$2 10
Tarred felt (10 oz.)	2 10	
Tarred felt (16 oz.)	2 16	
Per roll		

Per roll	
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2 ply. Shield, per roll	0 75
Ready 3 ply. Shield, per roll	0 95
Tarred 210 roofing felt.	
Tarred roofing felt, cwt....	2 10
Cammo certainteed, 1 ply....	1 25
Cammo certainteed, 2 ply....	1 55
Cammo certainteed, 3 ply....	1 85
ROPE.	
	Lb.
Pure Manila basis	14
British Manila basis	11
African hemp basis	11
Cotton rope, 3-16 and larger	21
Sisal basis	9½
Double lath yarn basis ...	9½

Single lath yarn basis ...	8½
Russian deep sea line basis	20
Russian tarred ratline basis	17
Russian tarred bolt rope	
basis	18
Jute rope basis	12½
Italian rope basis	24

Basis (¾" dia. and larger).

Sisal Clothes Line.	Doz.
3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 75
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
3 ply, 100 ft.	1 50
6 ply, 40 ft.	0 95
6 ply, 48 ft.	1 15
6 ply, 60 ft.	1 45
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

RULES, BOXWOOD.	Rabone's.	Per doz.
No. 1375—2 ft. ....(51)...	1 50	
No. 1101—2 ft. ....(52)...	3 96	
No. 1167—2 ft. ....(7)...	3 60	
No. 1106—2 ft. ....(53½)...	4 10	
No. 1375—3 ft. ....(66½)...	2 50	
No. 1112—3 ft., hf. bound.	6 00	
No. 1190—With level	8 85	
No. 1493—Brass blacks'hs	1 70	
No. 1494—Brass blacks'hs	2 20	

SAWS.	Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new	
list.	
Simonds' Hand, 15 per cent.	
Shurly & Dietrich, 35 per cent.	
Spear & Jackson, 40 per cent.	

SCALES.	Imperial standard	30%
Champion Even Balance	45%	
Champion Union	50%	
Champion Platform	45%	
Gurney Standard	30%	
Union Scale	50%	
Union Even Balance	50%	
Net prices on Champion scales		
are as follows:		

Champion, 4-lb., \$2.75, plus 30c	
for stamping; Champion 10-lb.,	
\$4.12, plus 50c for stamping;	
Champion 24-lb., \$5.50, plus 50c	
for stamping; Champion 600-lb.,	
\$15.40, plus \$1 for stamping;	
Champion 1200-lb., \$18.15, plus	
\$1 for stamping; Champion 2000-	
lb., \$24.20, plus \$1 for stamping	

SAP SPOUTS.	Per 1,000
Bronzed cast iron with	
hooks	6 00
Eureka, tinned steel, hooks	8 00

SCOOPS (FURNACE).		Doz.
D. Handle		\$3 25
L. Handle		3 25

"THE BEST OF ALL" Three Big Leaders

MOORE'S Prepared Paints. The Pure Linseed Oil Paint.
MURESCO, puts sunshine on your ceilings and walls. Seventeen
 tints and colors.

SANI-FLAT, for all classes of Interior Work. More than a wall
 paint, washable and artistic.

MADE IN CANADA.

Benjamin Moore Company, Ltd., 4 Lloyd St., West Toronto, Canada

RED
S
 BRAND
 WINDOW
 GLASS



GLASS
 BENDERS
 TO
 THE
 TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
 and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
 Award at

INTERNATIONAL
 Expositions.



INCORPORATED 1895

Special Grand
 Prize

GOLD MEDAL
 Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

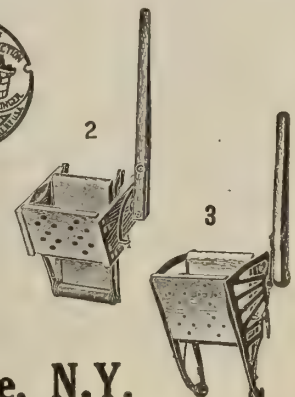


THE WHITE MOP WRINGER

always bears this trade-mark
 LOOK FOR IT.

Janitors and Housekeepers praise these
 wringers, because they wring easily and
 neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10 p.c. off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized.

	B.W. Queen's	Fleur-de-Lis	Gorbals
gauge Head de-Lis best best			
16-20 .. 3 50	3 45	3 80	
22-24 .. 3 85	3 55	3 85	
26 .. 4 10	3 90	4 10	
28 .. 4 35	4 10	4 35	

Colborne Crown — 16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

Apollo Brand. Montreal Toronto

14 gauge	2 35
16 gauge	2 95
18-20 gauge	3 10
22-24 gauge	3 45
26 gauge	3 70
28 gauge	4 05
10% oz.	4 25

SHELLERS, CORN.

Black Hawk, doz. 18 00

Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels 60 55 and 2 1/2			4 1/2
Socket sc'ps. 50 and 5			4 5 and 5
or scoops 50			
Drain. tools 60 60			
Scoops 50 and 5			4 5 and 5
Hollow backs			
and sand. 60			4 5

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.

Wood sifters, doz.	\$ 1 75
Rocker, No. 1, each	3 60
Rocker, No. 3, each	2 50
Banner, each	1 70

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.

Flat rim enameled sinks, 16x24 \$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER. Montreal Toronto

Tinker's bar 0 21 0 26

Wire solder, lb. 0 24 0 26

Bar half-and-half.. 0 22 0 22

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Acme 0 18 || Commercial | 0 19 1/2 |
Easy	0 19 1/2
Star Extra	0 19 1/2
Strictly standard wiping	0 23

SPELTER.

Foreign, per 100 lbs. 6 50 6 00

STAPLES.

Poultry netting, 100 lbs. 6 70

Bed, 100 lbs., No. 14 6 75 || Blind, per lb. | 6 12 |
Bright Fence, 100 lb. kegs 2 50	
Bright Fence, 25-lb. boxes 2 75	
Galv'd fence, 100-lb. kegs 2 85	
Galv'd fence, 25 lb. boxes 3 10	
Cooper's staples, 45 p.c.	
Bright spear point, 75 p.c.	

SWEPEERS, CARPET. Bissell's

Univ. japd., cyco bearing.. 24 00

Univ. N.P., cyco bearing.. 27 00

Grand Rapid, japd., ball-bearing .. 26 00

Grand Rapid, N.P., ball-bearing .. 29 00

Princess N.P., ball-bearing 30 00

Co. ball-bearing .. 34 00

Am. Queen N.P., ball-bearing 32 00

Parlor 35 00 |

SWINGS.

Baby, 2-passenger, each .. \$2 75

Ontario, 2-passenger, each 3 75

Ontario, 4-passenger, each 4 25

Stratford, 4-passenger, each 5 50

Boyers Gliding Settees with

awning, each 8 50 |

Without awning, each 12 50 |

TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, 82 1/4; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in paper, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/4; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85

Ass skin, No. 714, 66 ft., doz. 3 40

Linen, No. 404, 66 ft., ea. 1 70

Metallic, No. 603, 50 ft., ea. 1 40

Rival steel, No. 263, 50 ft., ea. 2 90

Rival steel, No. 266, 100 ft. 4 90

Reliable Jr., No. 103, 50 ft. 2 70

Rabone's.

Tape Lines, linen, No. 2601

x50, each \$1 00 || Metallic, No. 4011x50, ea. | 1 35 |
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x66, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000...\$5 00

Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN. Montreal Toronto

Tin, per lb. 35-37 35-36

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Oneida Jump, 65%.

TRESTLES.

5 ft., each \$1.50 14 ft., each \$4.20

8 ft., each 2.00 16 ft., each 4.80

10 ft., each 2.50 18 ft., each 5.40

12 ft., each 3.00 20 ft., each 6.00

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13 1/2

600 ft., per lb. 0 11

550 ft., per lb. 0 09 1/2

500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.

10 ton lots, 1/4c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-lb.

4-ply 0 21 1/2 || 3-ply | 0 19 |

TUBES.

Boiler Tubes.

100 ft., 1 1/2 in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2 1/2 in. 10 25

100 ft., 2 3/4 in. 12 25 10 65

100 ft., 3 in. 13 30 11 00

100 ft., 3 1/2 in. 15 55 13 00

100 ft., 4 in. 19 80 16 75

TUBS.

Samson Galvanized.

No. 11, doz., net 12 00 || No. 22, doz., net | 14 40 |
| No. 33, doz., net | 16 80 |

Common Galvanized.

No. 1, doz. 6 83

No. 2, doz. 7 43

No. 3, doz. 8 48

Nests of 3—0, 1 and 2.....\$2 38

Nests of 3—1, 2 and 3..... 2 05

Nests of 4—0, 1, 2 and 3..... 2 95

No. 0, per doz..... 11 00

No. 1, per doz..... 9 00

No. 2, per doz..... 8 00

No. 3 per doz..... 7 60

V

VALVES, ETC.

Ground work, 55%.

Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70.

10%, and 1 and 2 basin cocks, 70%.

Flatway stop and stop and waste

cocks, 60, 10%; roundway, 60

and 5%.

J. M. T. Globe, Angle and Check

Valves, 50%; Standard, 60%.

J. M. T. Radiator Valves, 55%;

Standard, 60; patent quick

opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 50%.

Copper tea and coffee pots, 50%.

Copper pitts, 30 and 5%.

Foundry goods, hollow ware, 40

and 5%.

WARE, ENAMELED.

White ware, 75%.

Canada, Diamond, Premier, 50

and 10%.

Pearl, Imperial and Colonial

steel, 60 and 10%.

Star decorated steel, 33 1/2%.

Hollow ware, tinned steel, 40%

off.

Enamelled street signs, 50%.

WARE, TIN, PIECED.

Discount, 35%.

10-qt. flaring sap buckets, 35%.

6, 10 and 14-qt. flaring pails,

35%.

Copper bottom tea kettles and

boilers, 35%.

Coal hods, 35%.

Boiler and tea kettle pits, 30

and 5%.

WARE, STAMPED.

Plain, 72 1/2 and 5.

Retinned, 72 1/2 and 5.

Tinners' trimmings, 72 1/2 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.

Full box, 45 p.c. smaller lots.

30 p.c.; assorted. Price less 50

lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.

Narrow wood and felt...1 1/4c ft.

Medium wood and felt...1 1/4c ft.

Wide wood and felt...2 1/4c ft.

All felt Frost King...\$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00

Sectional, 1/2 lb., per 100 lbs. 2 25

Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.

Smarts, Horse, 3 1/2c lb.

WHEELBARROWS.

Navvy, steel wheel, doz. ..21 00

Garden steel wheel, doz.32 40

Light garden, per doz.....22 80

Heavy garden, L-side 33 00 || Heavy farm, solid side | 33 00 |

WHIFFLETREES.

Tubular steel, 23 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular steel, 36 ins. 1 25

Tubular steel neckyokes,

36 inches 1 25 || Tubular steel doubletrees, |

40 inches 0 95 || Tubular steel lumbermans, |

44 inches 0 95 |

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.

C

Stones Which Outsell the Mail Order Man

Competition is mighty close nowadays. You know that! Every dealer needs to watch that he stocks only goods which give absolute satisfaction as long as they are used. Stock quality! Talk quality! Show your customers the advantage of buying guaranteed merchandise of known reputation, right at home. That's the way we sell

Cleveland Grindstones

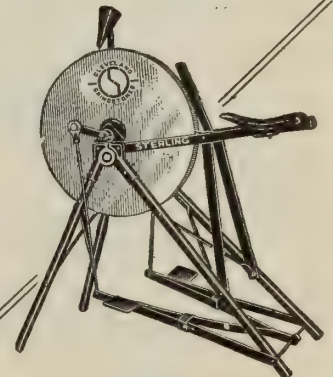
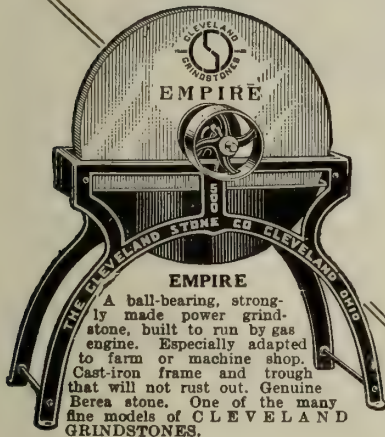
Sold only to Hardware and Implement Dealers

Here are the only genuine Berea stones—the acknowledged world-standard grindstone rock. Every one personally selected for proper grit by experts of 50 years' experience. Every one guaranteed to wear evenly and smoothly. Fair priced to the dealer, allowing a good profit. Delivered to you by a nearby jobber. We make it easy for you to sell Cleveland Grindstones, and keep your home trade. We tell how in a mighty strong book—

"How to Keep Mail Orders at Home"

—the liveliest, most helpful piece of printed matter ever issued for hardware and implement dealers. Ask for a copy, and we will rush one to you—FREE.

THE CLEVELAND STONE CO.
Leader-News Bldg., Cleveland, O.



STERLING

Ball-bearing with steel tubular frame. Rigid and strong. Genuine Berea or Huron stone. Shipped knocked down and crated. Only one bolt to set.

SIMONDS SAWS

Satisfaction for the
Carpenter.

Profit for the
Dealer.

Send for Catalog.



SIMONDS CANADA SAW CO., LIMITED MONTREAL, ST. JOHN, VANCOUVER

Amatite ROOFING

Requires No Painting

Amatite costs little in the first place and nothing thereafter, as it needs no painting.

You buy it in rolls and lay it with very little trouble, and then it won't bother you for years.

Amatite is the most economical and serviceable ready roofing made.

Send for free sample.

THE PATERSON MANUFACTURING COMPANY, LIMITED

Montreal Toronto Winnipeg Vancouver St. John, N. B. Halifax, N. S. Sydney, N. S.



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ..\$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2 55 \$3 60

COLORS (DRY).

Per lb.

Raw Umber 100 lb. keg. 0 09
Burnt Umber, 100 lb. kegs 0 09
Raw Sienna, 100 lb. kegs 0 09
Burnt Sienna, 100-lb. k. 0 09
Imperial green, 100 lb kegs 0 12
Italian red, 100 lb. kegs. 0 05
Brunswick green, 100-lb. k 0 06
Indian red, 100 lb. kegs. 0 10
Indian red, No. 1, 100 lb. k 0 06
Vermilion, 100 lb. kegs. 0 20
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs 0 03½
White ochre, barrels 0 04
Yellow ochre, barrels 0 01½
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 02
Super magnetic red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure 0 12
Chrome yellow, pure 0 23
Golden ochre, pure 0 14
French ochre, pure 0 12
Chrome green, pure 0 11
French permanent green, pure 0 15
Signwriters' black, pure. 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.) 1 80
Alba-Gloss enamel 4 00
Anchor Floorlustre 1 80
Lowie Bros.' Linduro 4 20

FILLER.

Gal.

Luxeberry Enamel\$5 00
Screen Enamel B.B. 1 65

GLUE.

Per lb.

French medal 0 15
English common sheet. 0 10
English prima 0 17
White pigfoot 0 21
Perfection amber, ground, No. 1230 0 13
Cake, bone, 112-lb. bags. 0 10
Hide, 112-lb. bags 0 15
Gelatine, 112-lb. bags 0 20
Ground glues, 112-lb. bags—
No. 1 0 11
Extra 0 15

GLASS.

(TORONTO QUOTATIONS).

Size United Inches. Star.
Under 26\$6 50
26 to 40 7 00
41 to 50 7 40
51 to 60 8 00
61 to 70 8 75
71 to 80 9 50
81 to 85 10 50
86 to 90
91 to 95
96 to 100
Double Diamond.

Size United Inches.

Under 26\$ 8 60
26 to 40 10 00

41 to 50 11 50
51 to 60 12 00
61 to 70 12 75
71 to 80 13 85
81 to 85 17 50
86 to 90 18 85
91 to 95 19 20
96 to 100 22 75
101 to 105 32 00
106 to 110 36 00

Discount on 16 oz. glass 20 per cent.; discount on double diamond, 20 per cent.; cut sizes, 20 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90		20.50
91 to 95		22.00
96 to 95		25.00
101 to 105		32.00
106 to 110		36.00

With the following discounts:
Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5 per cent. off list, delivered.

City discount, 45 and 5 per cent. off.

Toronto:

Country discount, 40½ off list delivered.

City, 42½ off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine\$8 75 \$8 90

"Anchor," pure 8 45 8 60

Green Seal 8 45 8 60

Brandram's B.B. Genuine 9 45 9 60

C.P. Co. decorat's pu. 8 45 8 60

Crown and Anchor, pure 8 65 8 80

Decorfor's Pure (Wpg) 8 60

Moore's Pure White Lead 8 45 8 60

Painter's Perfect 7 95 8 10

Ramsay's Pure Lead. 8 45 8 60

Ramsay's Exterior 8 15 8 30

Tiger Pure 8 45 8 60

"James Genuine" 10 00 10 15

Stephens' H. P. P. (Win- niipeg) 8 70

Less than ton lots, 20c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound

casks, per cwt. 8 00 6 38

Genuine, 100-pound

kegs, per cwt. 8 25 6 75

No. 1 casks, per 100

lbs. 7 75 6 25

Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots. \$17 50

2 lb. pkgs., per 100 lbs. 15 00

5 lb. pkgs., per 100 lbs. 12 00

25 lb. pkgs., per 100 lbs. 11 00

100 lb. pkgs., per 100 lbs. 9 75

200 lb. kegs, per 100 lbs. 9 00

300 lb. pkgs., per 100 lbs. 9 50

600 lb. casks, per 100 lbs. 9 00

MURESCO.

Tints in 5 lb. packages, per 100

lbs., \$5.40.

OILS (LINSEED RAW).

Montreal Toronto

Single bbls. See weekly report

3 to 5 bbls. See weekly report

6 to 9 bbls. See weekly report

LINSEED, BOILED.

Single bbls. See weekly report

3 to 5 bbls. See weekly report

6 to 9 bbls. See weekly report

PAINTS (PREPARED).

Per gallon

In qt. tins.

Sherwin-Williams paints, base 2 00

Canada Paint Co.'s pure. 2 00

Elephant and Prism. 1 80

Benj. Moore Co.'s "Egyptian" Brand 1 45

Moore's house colors, per gallon 1 75

Brandram-Henderson's "English" 2 00

Fresco-Tone, in quarts. 1 80

Ramsay's paints, pure 1 80

Ramsay's paints, Thistle. 1 60

Martin-Senour, 100% pure. 2 00

Senour's floor paints 1 60

Jamieson's Crown and Anchor brand 1 00

Stephens' House Paint (Winnipeg) 1 90

Stephens' Floor Paint (Winnipeg) 1 75

Silkstone Wall Color. 2 00

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks. 0 08½

Orange Mineral, 100-lb. kegs 0 08½

PRIMER.

Gal.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.

1 lb. cans\$0 18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kegs 0 11

¼ barrels 0 10½

Barrels 0 10

PUTTY.

Standard

Montreal Toronto

Bulk, in casks 2 30 2 40

Bulk, 100-lb. drums. 2 50 2 60

Bulk, 25-lb. drums. 2 60 2 70

Bladders, in bbls. 2 80 2 90

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange,

30c lb.

TAR (PINE TAR).

Half pint tins, per doz. 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH. REMOVER.

Toxite, 1 gal. cans 2 10

Cumoff 2 10

TURPENTINE.

Montreal Toronto

5 gal. See weekly report

Pure, single bbls. See weekly report.

SLATING.

Gal.

Liquid Slating, B.B.\$3 00

STAINS.

Gal.

Oil, & Spirit, Berry Bros.\$2 50

Water Stains, Berry Bros. 1.25

Berrycraft stain finish 3 00

Shingletint, 5 gal. cans 1.15

VARNISHES.

Per gal. cans

Liquid Granite\$3 00

Elastic Interior 3 00

Elastic Outside 6 00

Luxeberry, light 3 00

Luxeberry, white 5 00

Luxeberry, spar 4 50

Luxeberry, exterior 5 00

Dugloss finish 3 00

Carriage, No. 1 1 50

Excello 2 00

Mar-Not 2 70

Elastic Oak 1 50

Light oil finish 1 35

Gold sized japan 2 00

Baking black japan 1 35

No. 1 black japan 0 95

Crystal Damar 2 50

No. 1 Damar 2 25

Oilcloth 1 50

House painters' white jap. 1 95

Elastiite varnish 2 25

Copaline varnish 2 25

Granitine floor finish 2 25

Jamieson's floor enamel 1 75

Sherwin-Williams' KOPAL varnish 2 50

Canada Paint Co.'s SUN varnish 2 25

"Flint-Lac" coach 1 30

B. H. Ltd., "Gold Medal," cases 1 80

Dependon Lt. H. Oil Finish 1 55

Everlastic Floor 2 30

Elastica exterior finish 4 25

Plattine floor finish 3 00

Storepipe varnish, ½ pints, gross 9 00

Pure white shellac varnish 2 00

Pure orange shellac varnish 1 90

No. 1 orange shellac varnish 1 75

Kyanize floor finish 3 25

Kyanize cabinet rubbing 3 25

Kyanize spa 4 25

Kyanize stains 3 25

WATER PAINTS.

Opalite, 300 lb. bbls. 0 07

Opalite, 100 lb. kegs 0 07½

1 gal. package, per pkg. 0 45

½ gal. package, per pkg. 0 25

WASTE (POLISHING).

Cream 0 13

White 0 12

WASTE (WHITE).

XXX extra 0 11

X Grand 0 10½

XLCR 0 09½

X Empire 0 08½

X Press 0 07½

WASTE (COLORED).

Fancy 0 07½

Lion 0 07

Standard 0 06½

Popular 0 06½

Keen 0 05

WASTE (PACKING).

Arrow 0 15

Anchor 0 06

Anvil 0 07½

Axle 0 09

WASHED WIPERS.

Select white 0 08

Light

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates. Sheared and Punched
Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

1835—



—1915

The Name of

CHATILLON

has been a guarantee of quality to the trade and consumer ever since 1835. The complete line of Scales we manufacture gives universal satisfaction to the user and allows a liberal margin of profit to the dealer.

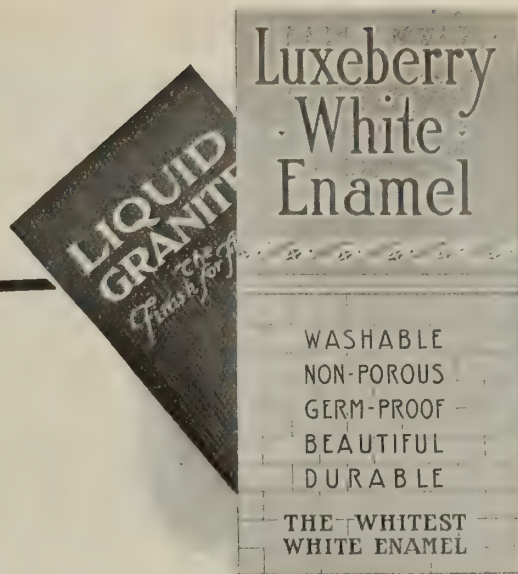
Twenty-five years ago we became interested in Foster Bros.' brand of Butcher Knives and cutlery. To-day this line enjoys a world-wide sale. You will find that it is just as easy and profitable to handle this cutlery as it is to sell our Scales.

Our products are the results of years of experience. Only the best materials for their particular purposes are used throughout. Our own skilled workmen are experienced in the manufacture of our products, and we continually strive to maintain a high standard of quality.

JOHN CHATILLON & SONS

85 Cliff St. New York City

*Write for complete illustrated catalogue of
Spring Scales and Butchers' Cutlery*



These Books Are For Your Trade

To help our dealers in
talking to their customers
about two well-known

Berry Brothers Varnishes

we have issued these booklets. They are filled from cover to cover with good varnish information—facts that every one of your customers should know.

These booklets are, however, only one of the many means we employ to assist our dealers.

Write Berry Brothers now for your spring supply of "dealer helps." Put in a "Berry" window or two and watch *your* varnish sales materially increase. Get ready for the spring trade in *your* town.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858

Walkerville, Ont.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 60

ANVILS.

Peter Wright, 80 lbs. and up, 11½¢ per lb.; clip horn, 12½¢.

LAGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3, 3½ and 4 lb., \$8; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½ lb. and 4 lb. \$16; Black Prince Axes unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., \$28 per doz; 7½ to 9 lb., \$30.80.

BARs, CROW.

84 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$8.50; Brittain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list.

Leather.

Agricultural leather belting, 66 2-3 per cent. off the list.

No. 1, 66 2-3 per cent. off list. Standard, 60 per cent. off list. The "double" list is just twice the price of "single".

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides 95¢; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

Steel, 50 per cent.; wood, 60 per cent.

Wood, tackle, common, 60 per cent.

BOLTS.

Carriage, ¾ and smaller, 60%; 7-16 and larger, 50%; machine, ¾ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2¢ off; case lots, \$2.75 off; stove bolts, 77½%; sleigh shoe bolts to ¾, 50%; 7-16 and up, 40%.

BUILDING PAPER.

Tarred, 57½ to 88¢ per roll, according to quality; plain, 45¢ to 72¢; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coil, 3-16 in., \$10.00; ¼, \$7.25; 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75; 1, \$4.50; 9-16, \$4.50; 5/8, \$4.40; ¾, \$4.25. Logging, 5-16, 6¼¢; ¾, 5¼¢; Tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$7.41 each.

CLEAVISES, MALL.

7½¢ per lb.

COPPER.

Sheet and plannished copper, 34¢ per lb. Tinned, 27¢. Braziers' soft copper, 10-24 fl., 26¢; 27½¢.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 12½%. Nicholson's, 65%.

FINITURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

GASOLINE.

Painters' naphtha, bbls., 21¢ per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES.

Light T and strap, 60%.

Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

Corrugated strap, 4, 5, 6, 8, 10, and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.55; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.20.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.90.

IRON, GALVANIZED.

Apollo and "Fleur "Queen's de Lis." Head."

10½ oz. or 28 Eng. 4 75	5 10
28 Am. or 26 Eng. 4 50	4 85
26 Am. or 26 spec'l 4 25	4 60
24 Am. and Eng. 4 10	4 45
22 Am. and Eng. 4 10	4 45
18 & 20 Am. & Eng. 4 00	4 30
16 Am. and Eng. 3 85	4 15

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6¢ per lb.; 4 lbs., 7½¢ per lb.

Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00

Asbestos Sad Irons.

No. 100, set 1 80
No. 70, set 1 65

Mrs. Pott's common sad iron handles, 85¢ a dozen. Mrs. Pott's improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 25
No. 20, X-ray 11 00

No. 22, Dash-board 9 15
Trulite short globe, doz. 7 25

LEAD PIPE.

\$7.50 coil; less coil, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.

Raw, per gal., 66¢; boiled, per gal., 69¢.

These prices are for barrels. Less amounts 5¢ per gal. extra, with additional charges for can, etc.

LOCKS.

Peterboro and fittings, 45 p.c.

MATTOKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50 per cent.

NUTS.

Square and hex., small lots, f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	Gal.
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18½¢, gal.; Royalite oil, 16¢, gal.; Palatine oil, 18½¢, gal.; Capital Cylinder, 56¢ gal.; Standard gas engine oil, 41¢; Polarine oil, 60¢ gal.; Prairie Harvester oil, 30½¢ gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½¢; less than barrel lots, 3¢; golden ochre, barrels, 3½¢; less than barrels, 4½¢; Venetian red, barrel, \$2; less than barrels, \$3; American vermilion, 12¢; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3½¢; English purple oxide, in casks, 3½¢; less quantities, 4¢ per lb. Red lead, kegs, \$8.50. 9¢ lb. for less.

PARIS GREEN.

1 lb. pkgs., 21½¢. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.

¼ inch, \$3.50; ¾ inch, \$3.60; 1 inch, \$4.20; 1½ inch, \$5; 2 inch, \$7.35; 2½ inch, \$9.90; 3 inch, \$12; 4 inch, \$16; 5 inch, \$25.00; 6 inch, \$33.45.

IRON PIPE.

Black, ¼ inch, \$2.50; ¾ inch, \$2.60; 1 inch, \$3.20; 1½ inch, \$3.75; 2 inch, \$5.50; 2½ inch, \$7.45; 3 inch, \$8.90; 4 inch, \$12; 5 inch, \$19.25; 6 inch, \$25.15; 8 inch, \$30.25; 10 inch, \$35.80; 12 inch, \$42.35; 14 inch, \$49.75; 16 inch, \$64.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.65; 8 inch, \$4.90. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24, \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-20, \$2.15.

PLOW SHARES10¢ per lb.**POINTS.**

Landslide plow, 1½ x 14 in., \$1.75 per dozen.

PUNITY.

100-lb. drums 3 00
25-lb. irons, per cwt. 3 10
1½-lb. tins 0 06

RASPS.

Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32¢; 10, 35¢; 12, 37¢; copper burrs, No. 8, 44¢; 10, 47¢; 12, 51¢; copper rivets and burrs, No. 8, 36¢; 10, 38¢; coppered, No. 8, 17¢; 10, 18¢.

ROPE.

Sisal, 10½¢ base; pure Manila, 15½¢ base; British Manila, 12¢ base; lath yarn, 9½¢ base.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80 10 and 5 per cent.; flat head, 85 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25.

Grass, \$7.25 to \$8.50.

Soft, \$9.25 per 100 lbs.; chilled, \$9.65; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask lots, 10½¢; small lots, 10½¢.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.50.

SNATHS, SCYTHES.

Grass, No. 2, \$7.25; brush, No. 1, \$8.25.

SOLDER.

Per pound, 25 to 26 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16, \$4.15; ¾, \$3.90; 7-16, \$3.80; ½, \$3.75; ¾, \$3.75.

STAPLES.

Bright wire per cwt., \$2.55 at Fort William, \$2.95 Winnipeg; galvanized staples, \$3.25 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; harrow, \$3.25 base; cast octagon tool steel, 8½¢ base; square tool steel, 9½¢ base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE. Rivet. Paten'd

6 in., per 100 ft.... 9 00 9 05
7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42
7 inch, per doz. 1 50
8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58¢ per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75¢.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 60
Gold size Japan	2 25
Turps, brown Japan	1 60
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish	4 00
Extra light hard oil	1 90

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.

42½¢ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead, \$9.40 per cwt.

WIRE, BARB.

Per Spool of 80 Rods f.o.b. Lyman 4-point, Fort William, \$1.90; Winnipeg, \$2.25; Glidden 2-point, Fort William, \$1.77; Winnipeg, \$2.10; Baker 2-point, Fort William, \$1.75; Winnipeg, \$2.07; Waukegan, Fort William, \$1.75; Winnipeg, \$2.07; Alberta 2-point, Fort William, \$1.70; Winnipeg, \$1.98; American special 2-point, Fort William, \$1.40; Winnipeg, \$1.65; plain twist, per 100 lbs., Fort William, \$2.75; Winnipeg, \$3.15; coil spring, No. 9, per 100 lbs., Fort William, \$2.15; Winnipeg, \$2.55; No. 12, Fort William, \$2.25; Winnipeg, \$2.65; plain galvanized wire, No. 9, Fort William, \$2.10; Winnipeg, \$2.50; No. 12, Fort William, \$2.20; Winnipeg, \$2.60.

WIRE CLOTH.

Patented screen, in 100 ft. rolls, \$1.60 per hundred sq. feet; in 50 ft. rolls, \$1.70 per 100 sq. feet.

WIRE, PLAIN.

\$2.90 base. Bale ties, 14 gauge, single loop, \$3.65 Winnipeg, \$3.25 Fort William.

WIRE (STOVEPIPE).

18 and 19 gauge, 5½¢ per lb.



FOREWORD FOR 1915

Another year's business has been completed. You will be taking inventories, making up books to ascertain the results of the year's work.

For the coming year we are living up to the motto, "Business as Usual." Spring will find us with a better assortment of goods than ever — a more efficient staff — improved methods of handling orders promptly.

Take advantage of this, use our Want Books and Mail Order Blanks, keep your stock active and well assorted.

The catalogues illustrated above show the help we gave our friends, even in what was called a dull year. Keep these books on the front counter and make them earn money for you in securing orders for lines not ordinarily carried in stock. Prevent this business going to the Mail Order Houses.

New catalogues illustrating seasonable goods are now in preparation, in addition to a big general catalogue.

Our travellers are starting on their spring trips—let us work together to make this a successful year.

The Brand that Always Satisfies



The Brand the Dealer Specifies

MILLER-MORSE HARDWARE CO. LIMITED
 "THE BIG WINNIPEG HOUSE"

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



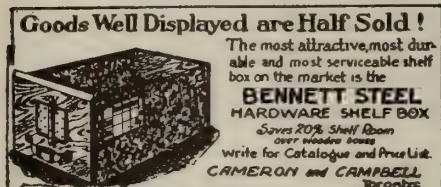
Write for a catalogue of Feed Cookers, made in all sizes, James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.



100 Years of Peace

Between the United States and Canada **WALKER'S CORK SCREWS** have been sold in Canada for a quarter of that time, and more of them will be sold because they are all guaranteed not to bend or break in use.

All jobbers in Canada have them in stock. Insist on getting "Walkers." Our 1914 catalogue should be in every hardware store. Write us for it. **ERIE SPECIALTY COMPANY, Erie, Pa., U.S.A.**



Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

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HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The **PARMENTER BULLOCH CO., Ltd.**
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

A want ad. in this paper will bring replies from all parts of Canada.

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps



They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada



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NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to **Henry T. Seymour Shear Co.**

Selling Agents, **WIEBUSCH & HILGER, Ltd., New York**
A. MacFARLANE & CO. Montreal
Canadian Agents

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Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

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Thomas C. Irving, General Manager
Western Canada
TORONTO

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INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80 %

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

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Send inquiries direct to us.

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London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

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NEW GLASGOW, N.S.

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OPEN HEARTH STEEL



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The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

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Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

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All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches.
All numbers of gauze from 60 to 120 mesh.
Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes,
Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps,
Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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WANTED — HARDWARE SALESMAN TO handle the Jobbing Trade for a Canadian Factory. Best of references must be furnished and experience stated. Box 150, Hardware and Metal, Toronto. (1)

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HARDWARE MERCHANTS WANTED. — Safety razor blades, all makes, sharpened. Durham Duplex, 50 cents dozen. Gillette 35 cents. Single Edge Blades, 25 cents. Sta blades or long razors, 25 cents each, less 33 per cent. to merchants. Work returned promptly. Toronto Keen Edge, 63 Richmond West, Toronto. (1)

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WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

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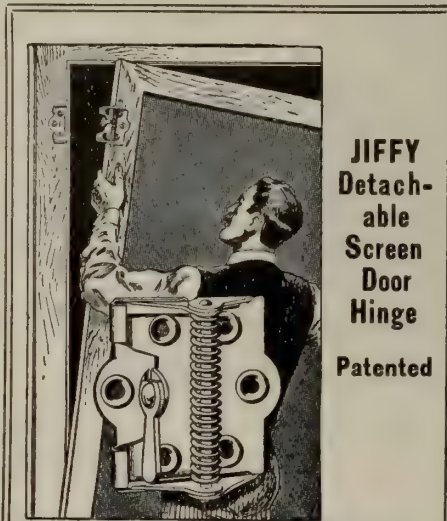
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Detachable
Screen
Door
Hinge
Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for WINTER STORM DOORS, as well as SCREEN DOORS. Made in all finishes, twelve pairs packed in a box.

Be sure and have your jobber show you this hinge before buying others, or WRITE FOR SAMPLE TO

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St. Nicholas Bldg. Montreal

Sale of Mill Hardware, Shelf Hardware, Builders' Supplies, Glass, Etc.

The undersigned has for sale by tender a quantity of glass, stock sizes, plain, and also a quantity of colored glass, chip glass, etc.; building paper, mastic wallboard, bishopric wallboard, nails, locks, door sets, hinges, files, screw bolts, and a fair range of shelf hardware suitable for a jobber or a large retailer. Lists in any line or of the entire stock will be supplied and full information given to bona fide inquiries. The goods are in stock at the warehouse of The Great West Iron, Wood & Chemical Works Plant at Prince Albert, and the price must be quoted f.o.b. Prince Albert, or at the warehouse, and be for cash only, or one-half cash, sixty days, to approved purchasers.

Tenders must be sent in plain envelopes, properly marked, and will be opened on Friday, January 8th, at 12 noon, at the office of the undersigned in Saskatoon.

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SASKATOON, SASK.

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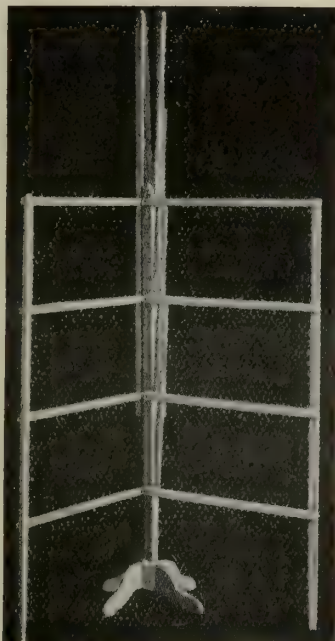
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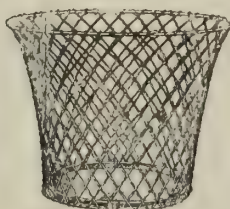
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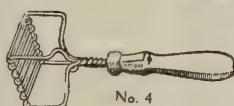


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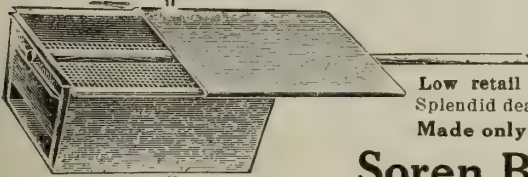


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- Red Lead.**
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Abbey & Imbrie, New York.
- Refrigerators.**
MacKenzie Bros., Winnipeg, Man.
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- Registers.**
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Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.
- Revolvers.**
Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.
- Roofing.**
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H. S. Howland & Sons Co., Toronto.
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The Can. H. W. Johns-Manville Co., Ltd., Toronto.
Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.
Paterson Mfg. Co., Toronto.
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Consumers Cordage Co., Montreal.
- Rope Blocks.**
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- Runways, Hand Operated.**
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- Sad Irons.**
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Peck, Stow & Wilcox Co., Cleveland, Ohio.
- Saws.**
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Simonds Canada Saw Co., Montreal.
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Burrow, Stewart & Milne Co., Hamilton.
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The Stanley Works, New Britain, Conn.
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- Screw Driver Bits.**
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- Shellacs.**
Berry Bros., Walkerville, Ont.
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Lundy Shovel & Tool Co., Peterboro.
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B. Greening Wire Co., Ltd., Hamilton.
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Two styles
of shanks, —
three threads for
boring all woods

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in 1855

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By seeing that this exact
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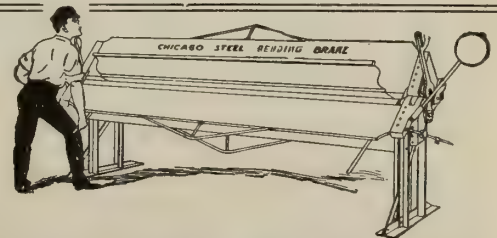
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Heavy
Pressure



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High
Speed

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Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. **Work quickly and easily.**

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BY
SELLING



The
DU PONT
Hand Trap

EVERY shooter ought to have one. Its operation is simple and clay target shooting becomes more like field shooting.

Our extensive advertising of the DU PONT HAND TRAP in sporting magazines and our

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puts your store in line for sales of sportsmen's goods.

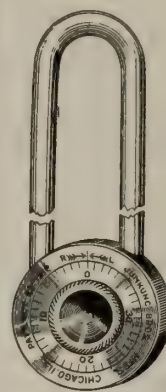
Every Hand Trap sold increases the use of shot shells.

With every order for two Hand Traps, we will send postpaid to dealers our attractive Hand Trap Window Display.

Keep the Shotguns busy by
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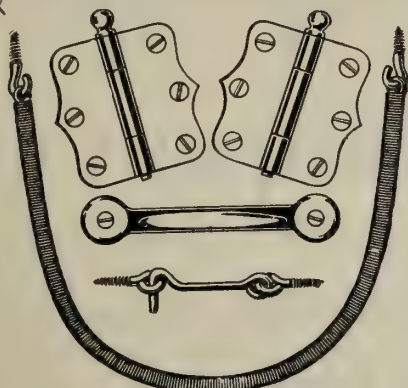


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WROUGHT STEEL

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COMPLETE SETS IN CONVENIENT PACKAGES



Set No. 1750.

Set No. 1750 is made up of one pair of 3x3 ornamental, loose-pin butts to screw on the surface of the door; one five-inch wrought steel pull; one high-grade No. 3 spring, of much better quality than is usually used on screen doors; one gate hook and eye. Each set is packed neatly in a neat, strong, telescope carton, with screws of the proper size and finish, ready to be handed to the customer.

These sets are finished in Japan, Antique Copper, Dull Brass, or the Rust-Proof "Stanley" Sherardized finish.

A less expensive set, No. 1752, is also put up with 2½x2½ butts, and a No. 2 Spring. It is made of good materials and is fully equal to other sets on the market.

Send in your order for Stanley Screen Hardware, and be prepared for Spring business. Write us, if your jobber cannot supply you.

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R. Greening Wire Co., Ltd., Hamilton.

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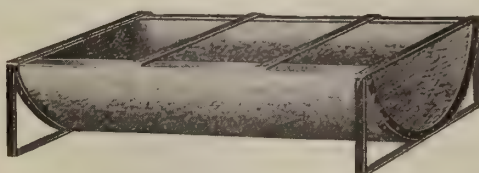
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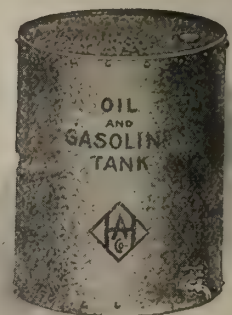
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FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

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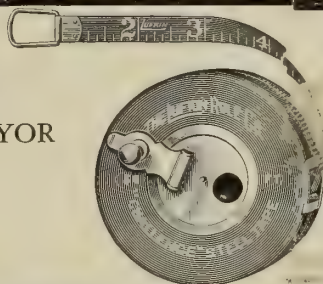
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HARDWARE AND METAL

Established 1888

Published Every Saturday

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXVII.

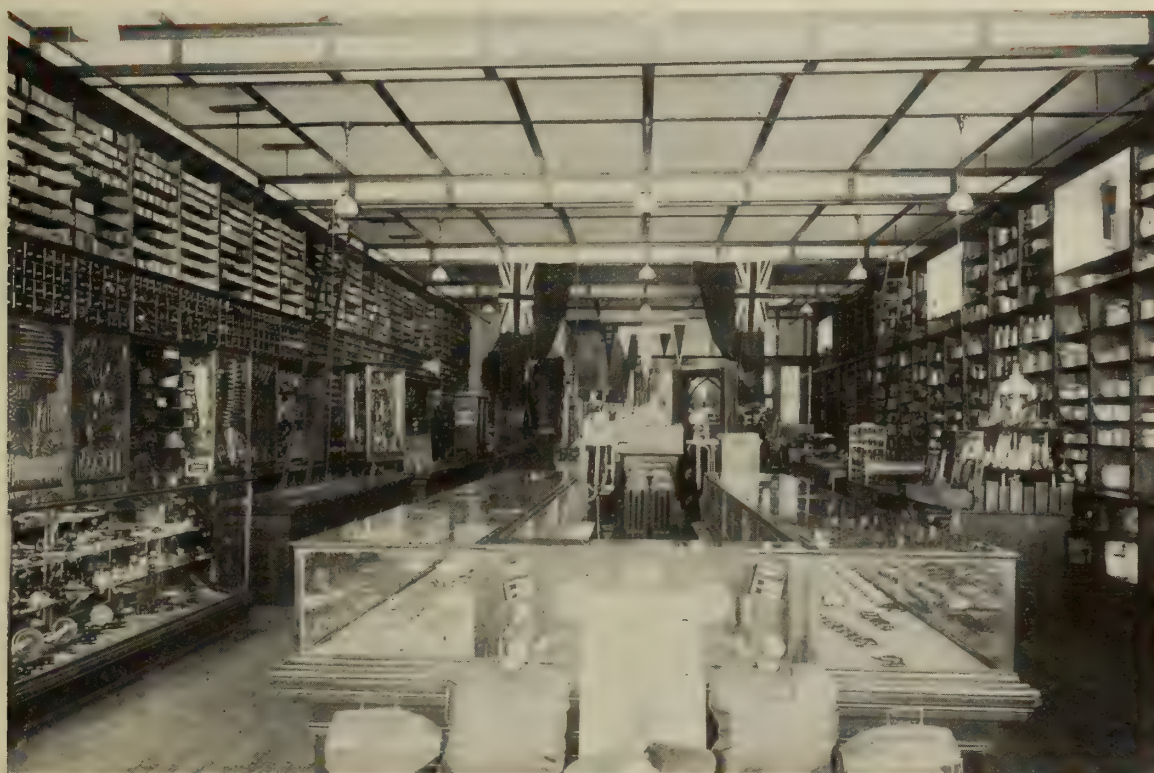
Publication Office: Toronto, Canada

No. 2

January 9, 1915

A Question for Hardware Manufacturers

When the retail hardwareman works for himself, he is working for dozens of manufacturers as well. **Is he doing his best for you?**



Interior view of a typical Canadian hardware store. The man who owns a store like this, must wield a substantial influence in his community.

It is important for the hardware manufacturer to keep intimately in touch with so influential a class as the retail hardware merchants. And it can be done at a minimum of expense by running a weekly advertisement in *Hardware and Metal*. No other sales method can invoke half the prestige in the Canadian trade—and the manufacturer who gets the retailer actively interested in selling his goods is the one who will make the profits.

Write and ask us to outline an inexpensive campaign which will help *you* to win the heartiest co-operation of your dealer customers.

HARDWARE and METAL

143-153 University Avenue

TORONTO, ONT.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

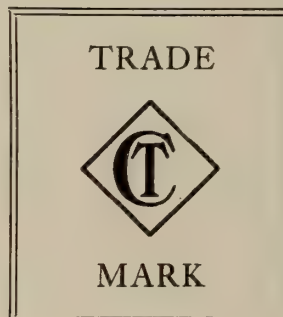
CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.



WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL



"SUN" Stand Lamp
No. 343.
Over 100 snappy
styles of Fixtures.

"SUN"

Gasoline Lamps are ready sellers and with liberal margin.

Safe, convenient, clean, odorless, economical—satisfactory the world over for years. Truly

"The Sun Outshines Them All"

in SALES as well as "SUN" light.

"SUN" Brass Blow Pipe for Plumbers, Painters and Electricians.

IT LASTS

And Does The Work.

Made of best brass.

Send for Catalog and Trade Discount.

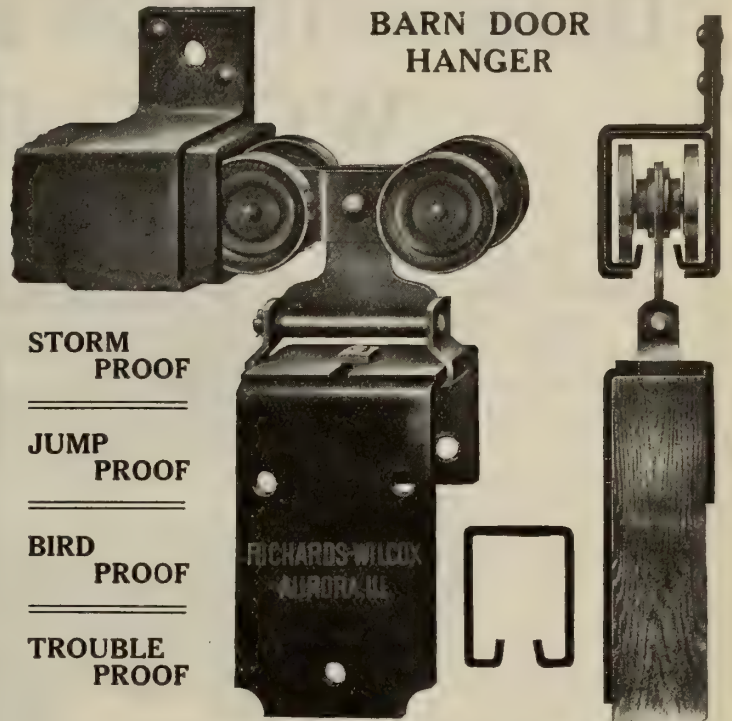


"SUN" Brass Blow Pipe is what they all want.

SUN LIGHT COMPANY

1525 Market Street, Canton, O., U.S.A.

CANADA'S VERY BEST BARN DOOR HANGER



STORM
PROOF

JUMP
PROOF

BIRD
PROOF

TROUBLE
PROOF

Doors hung on the CHAMPION, No. 321, are hung right and will stay right.

Get the Genuine RICHARDS-WILCOX TROLLEYS.

RICHARDS-WILCOX CANADIAN COMPANY, LIMITED
London - Montreal



Carborundum Grinder showing
Tool-grinding Guide



Carborundum Niagara
Grinder Display Stand

The Grinders that You will Sell Carborundum Niagara Grinders

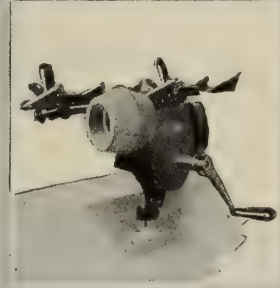
For shop, farm and home—for the manual training school—Every machine equipped with a Carborundum

Wheel—every machine smooth, and easy running and made from the best of materials—The castings strong, durable, oil- and dust-proof—the gears accurately cut—the machines carefully assembled. They are made in our own plant—and made right. Several sizes and styles designed for real grinding service.

THEY ARE THE GRINDERS YOU WILL SELL

Send for complete details, descriptions, etc.

THE
CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.



Carborundum Grinder showing
Mower-section Holder

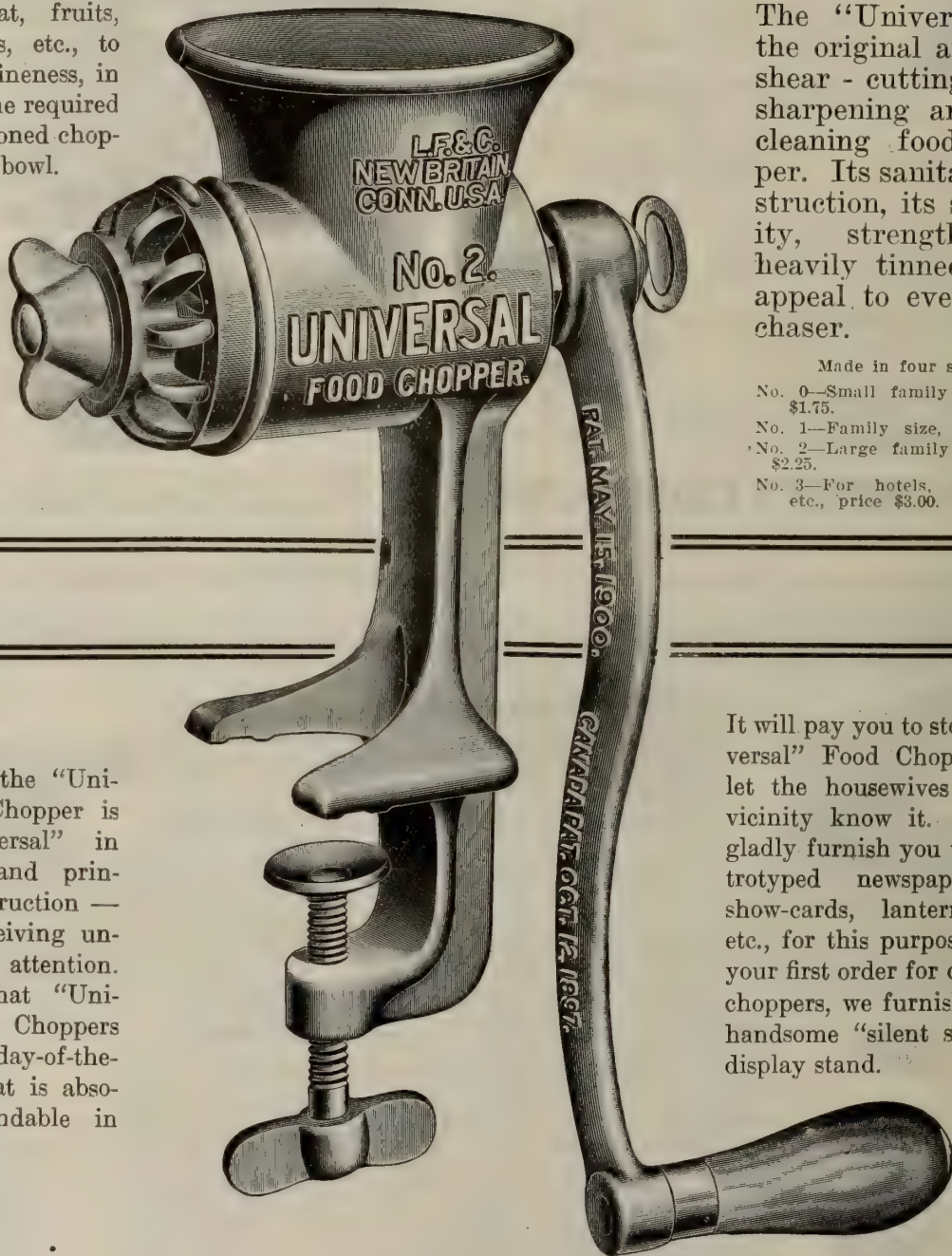


Carborundum Niagara
Foot-power Utility Grinder

DOES TWENTY MINUTES' WORK IN FOUR

Chops all meat, fruits, vegetables, nuts, etc., to any degree of fineness, in one-fifth the time required by the old-fashioned chopping knife and bowl.

Fifteen years of continued advertising on this point has created such an ever-increasing demand for the "Universal" Food Chopper that it is one of the most profitable of all household appliances to handle.



The "Universal" is the original and only shear-cutting, self-sharpening and self-cleaning food chopper. Its sanitary construction, its simplicity, strength and heavily tinned finish appeal to every purchaser.

Made in four sizes:

- No. 0—Small family size, price \$1.75.
- No. 1—Family size, price \$2.00.
- No. 2—Large family size, price \$2.25.
- No. 3—For hotels, restaurants, etc., price \$3.00.

Every part of the "Universal" Food Chopper is strictly "Universal" in workmanship and principle of construction — each detail receiving unusual care and attention. This means that "Universal" Food Choppers give an every-day-of-the-year service that is absolutely dependable in every way.

It will pay you to stock "Universal" Food Choppers and let the housewives of your vicinity know it. We will gladly furnish you with electrotyped newspaper ads., show-cards, lantern slides, etc., for this purpose. With your first order for one dozen choppers, we furnish, free, a handsome "silent salesman" display stand.

For prices, etc., write to your jobber or direct to us.

UNIVERSAL

LANDERS, FRARY & CLARK

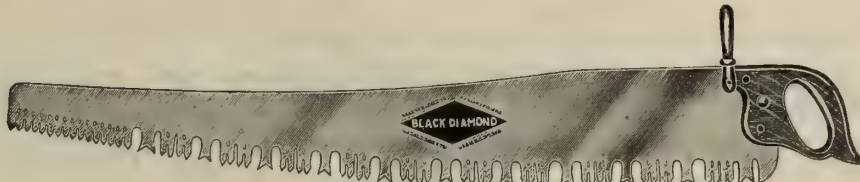
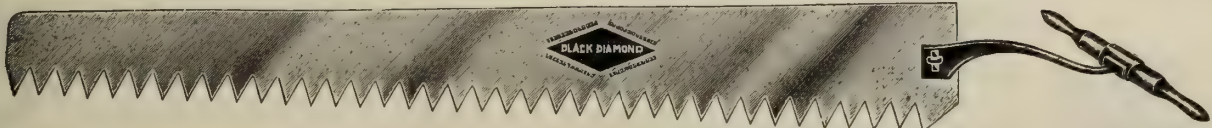
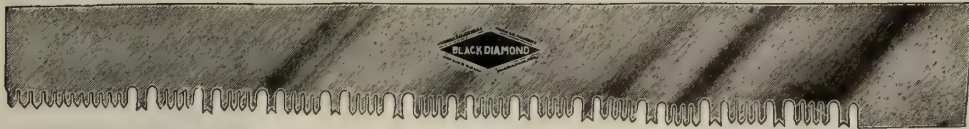
NEW BRITAIN, CONN., U.S.A.

UNIVERSAL

New Year's Resolutions

Buy only the Best

BLACK DIAMOND CROSS-CUT SAWS



Fully Guaranteed

LEWIS BROS. LTD., MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

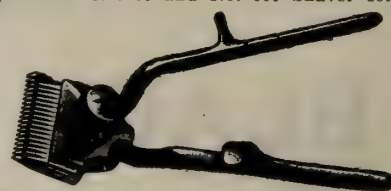
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clip-pers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



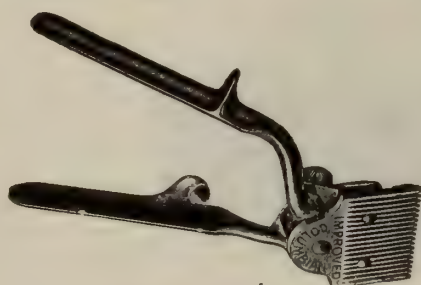
STANDARD No. 0, No. 1, and No. 2.
Retailing at about \$2.50. High-class
barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard
and neck trimming. Retailing at
about \$2.25.



SPEED
Best low-priced Clipper made. Retail-
ing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing
at about \$1.50.

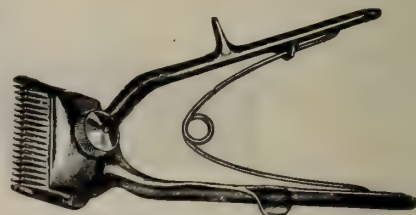
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about
\$1.00.

Extraordinary Washing Machines at Ordinary Prices

Every Housekeeper is looking for a washer that has few parts to care for and simple mechanism that does not get out of order.

ALL CUMMER-DOWSWELL MACHINES CARRY THIS TRADE-MARK

Some of the Leaders are:—

New Idea (Electric, with swinging wringer).
Seafoam "A" (Electric, with stationary wringer).
Seafoam "B" (Gas, Gasoline, Engine or Wind-
mill drive).
Ideal (Water Power).
Playtime (Power and Hand Drive).
New Century "D" (Water Power).
Sunlight (Hand Drive).

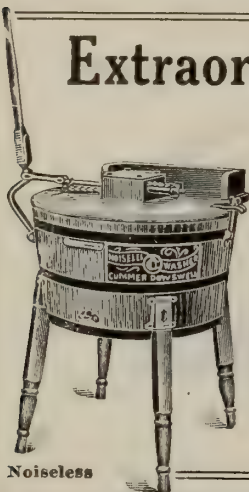
New Century "A," "B," and "C" (Hand Drive).
New Idea "B" and "C" " " "
Flyer " " "
Momentum " " "
Noiseless " " "
Snowball " " "
Peerless " " "



THE RETAIL PRICES ARE ATTRACTIVE—THE DEALER'S PROFIT RIGHT.

Sold through all Jobbers.

Cummer-Dowsell, Limited, Makers, Hamilton, Canada



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



Garbage Cans

THAT

Never Leak

HOT GALVANIZED

After all mechanical work is finished, **SMP** garbage cans are taken one by one and dipped in a bath of pure molten spelter, which completely fills the seams and gives the cans the spangle that your customers demand.

THREE SIZES

For both ashes and garbage your customer should buy one of each size.



Shipments
Made **P**romptly



THE SHEET METAL PRODUCTS CO. OF CANADA
LIMITED

MONTREAL

TORONTO

WINNIPEG

Still Pounding The Group Idea On Bristol Steel Fishing Rods



"Huh!" you say, they are doing that for their own benefit. But don't you realize that the more rods we are able to sell through you, the more money you make? This pounding home of the "group idea," of selling five rods instead of one, is educating your trade to buy a bigger fishing outfit. Selling five rods instead of one, or even four rods, or three rods, or two rods instead of one is good merchandising for you.

It is the same good merchandising as when you sell flies, and a creel and the entire fishing outfit, at the same time you sell the Bristol "Group."

"GROUP IDEA HELPS" FREE.

Advertise this "Group Idea." Pound it home to your clerks. Talk it all the time. We will very gladly send you FREE newspaper electros, catalogues, descriptive pamphlets, art fishing window cut-outs, and an art poster for the store. Check in the coupon what you want and mail it to us at once.

THE HORTON MFG. CO.

302 Horton St., Bristol, Conn.

"GROUP IDEA" COUPON.

Gentlemen:—

I can use the following Sales Helps in tying up to the "Group Idea":

Newspaper Electros Nos.
Newspaper Electros proof-sheet
Art poster (only one to a dealer)
Catalogues (how many)
Art Fishing Window cut-out
50 "Group of Gift Rod" Folders
75 "Group of Gift Rod" Folders
100 "Group of Gift Rod" Folders
125 "Group of Gift Rod" Folders
150 "Group of Gift Rod" Folders

with the understanding that I will use these "Group of Gift Rod" folders in all outgoing packages, statements and letters to customers from now until Dec. 23rd, 1915.

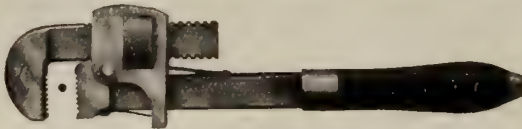
Name

Address

"W & B" Pipe Wrenches the Only Pipe Wrenches

MADE IN CANADA

The line comprises all sizes from 6 to 48 inches



The "W & B" Wood Handle Grips. Length open 6 to 14 inches.



"W & B" Steel Handle Grips. Length open 18 to 48 inches.

These types of "W & B" Wrenches are particularly adapted for the proper handling of metal pipe.

The movable jaw with sharp-edged, grooved teeth, gives a sure grip.

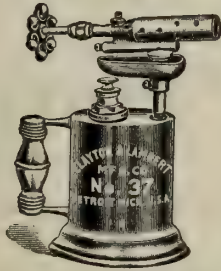
Other patterns of "W & B" SCREW WRENCHES MADE IN CANADA at our St. Catharines factory, are our Machinists' Knife Handle, "Railroad Special," Regular (Agricultural Pattern). Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years
ST. CATHARINES, ONT.

GASOLINE TORCHES



Clayton & Lambert.

No. 37. Capacity one pint; polished seamless brass tank, handle and pump; soldered concave bottom; cast brass burner; metal adjusting handle; cast iron drip cup and pipe; fitted with latest improved burner which protects the gas or vapor from the wind or cold; patent automatic air pump with check valve; height over all 8 inches; diameter at base $4\frac{1}{2}$ ins.; approximate shipping weight, each, $3\frac{1}{2}$ lbs.

Reliable Make
Best Of Service

Have no
equal where
intense heat
is desired.



Clayton & Lambert

No. 18. Capacity one pint; polished seamless brass tank and handle; soldered concave bottom; cast brass burner and pipe; wood adjusting handle; cast iron drip cup; the pump used is the same style as in the pump-in-tank torches, having check valve actuated by springs; double shouldered needle affording quick and positive adjustment; height over all $7\frac{1}{4}$ ins.; diameter at base $4\frac{1}{2}$ ins.; approximate shipping weight, each, $3\frac{1}{2}$ lbs.

C. & L. Torches possess every advantage, being unsurpassed in point of utility and durability by any other make.



Clayton & Lambert

No. 32. Capacity one quart; polished seamless brass tank, handle and pump; soldered concave bottom; cast brass burner and drip cup; cast iron pipe; metal adjusting handle; air pump in tank; the powerful burner gives a strong and efficient blast; fitted with solder iron holder; height over all 11 inches; diameter at base $5\frac{1}{2}$ inches; approximate shipping weight, each, 5 lbs.

THE "IMP" TORCH.



"Imp." Excellent Blow Torch; $1\frac{1}{8}$ in. x 3 ins.; nickel plated; produces a perfect Bunsen flame of over 2,000 degrees Fahrenheit; has no pump or valve; is entirely automatic; burns two hours on one filling; suitable for hand or bench work. You start it with a match. This is an ideal soldering torch, and has been adopted by many American manufacturing companies. It is perfectly safe and cannot get out of order. Heats a soldering copper or takes the place of it. One in a box.



Clayton & Lambert

No. 31. Capacity one quart; polished seamless brass tank, handle and pump; soldered concave bottom; cast brass burner and drip cup; cast iron pipe; metal adjusting handle; a strong blast heat is generated by a powerful burner giving good heat efficiency; air pump in tank; height over all $9\frac{1}{2}$ inches; diameter at base $5\frac{1}{2}$ inches; approximate shipping weight, each, 5 lbs.

WRITE FOR OUR PRICES

H. S. HOWLAND, SONS & CO.

LIMITED

WHOLESALE HARDWARE

TORONTO

OUR PRICES ARE RIGHT

WE SHIP PROMPTLY

GRAHAM NAILS ARE THE BEST



No. 915 Safety Hasp

No. 915 Wrought Steel "Safety" Hasps

This Safety Hasp Is Well Named

The screws are all well under the hasp and the staple plate being covered makes it impossible to remove the screws until the lock has been opened. The staple hole is made extra large to allow for shrinking of the door without resetting of staple.

Packed one dozen in a box, with screws and plate staples.

Canada Steel Goods Co. Ltd., Hamilton, Canada



Slippery Roads *Will bring you good business*

NEVERSLIP SHOES AND CALKS

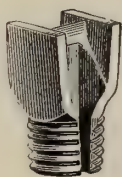
*All
Neverslips
have
RED TIPS*

Neverslip RED TIP Calks are HORSE INSURANCE THAT EVERY DRIVER OF VALUABLE HORSES NEEDS. They prevent costly accidents that result from slips and falls, and save much time.

Neverslip Calks wear sharp with use, and can be replaced with a complete set of new ones in twenty minutes. Quickly and easily adjusted, they save money, time and worry.

Stock them now. Horseshoers and horseowners recommend them everywhere. Grasp this business.

Our descriptive booklet T gives full information. Drop a card for it now.



Keystone



No. 1

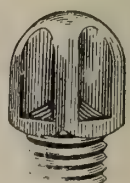
The Neverslip Manufacturing Co.
U.S. Factory : New Brunswick, N.J.

Canadian Factory and Office :

559 PIUS IX AVENUE - MONTREAL



No. 4



No. 5

WING
SCREW
BOOT
CALKS

The STEEL COMPANY of CANADA

LIMITED

HAMILTON, CANADA



No. 00



No. 4



No. 5



No. 7



No. 8



Chuck

Book Your Orders
Now

for

Immediate and Future
Shipments

of

LUMBERMEN'S

CASE-HARDENED

WING BOOT CALKS

These calks are made specially for Loggers, Hunters, Ice Cutters, Etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment.

A Chuck is placed in each box of 50 Calks.

Send for Samples and Particulars.

SALES OFFICES:

HAMILTON
VANCOUVER

MONTREAL
VICTORIA

TORONTO
ST. JOHN

WINNIPEG
HALIFAX

THE "STERLING"

Seamless Self-Basting Roaster

The "Sterling" Roaster is a Saleable Article at All Seasons



11½ x 18¼ x 8

The Sterling in use is simplicity itself. Retains all the nutritive juices, and improves the flavor and appearance of the meat.

Be sure and specify "Sterling" when ordering.

All Orders Shipped Promptly.

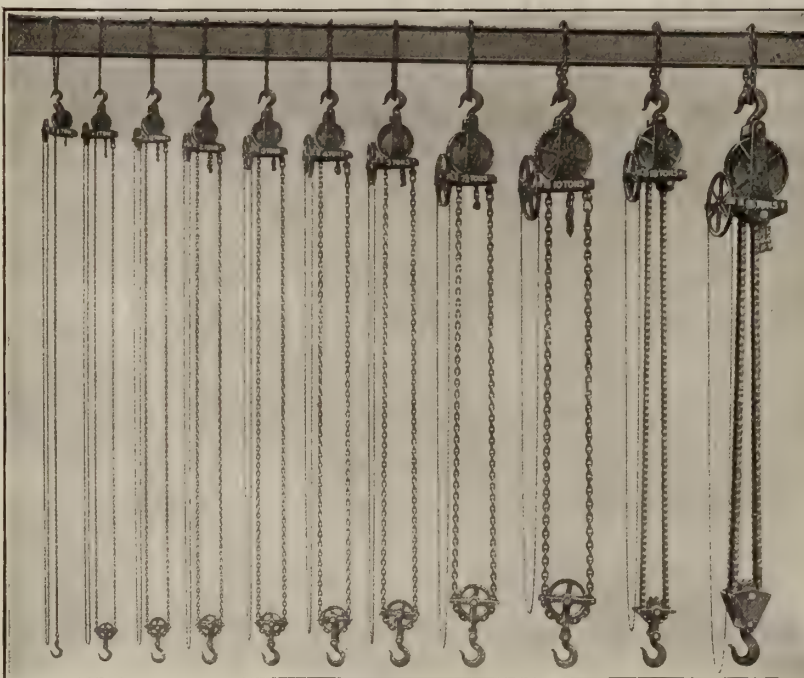
The Thos. Davidson Mfg. Company, Limited

Toronto

Montreal

Winnipeg

YOUR CUSTOMER **WANTS** CANADIAN-BUILT CHAIN-BLOCKS,



and it is an easy, pleasant and a profitable task for you to supply the demand.

Write for all particulars to

**THE
HERBERT MORRIS
CRANE & HOIST
COMPANY, Limited,**

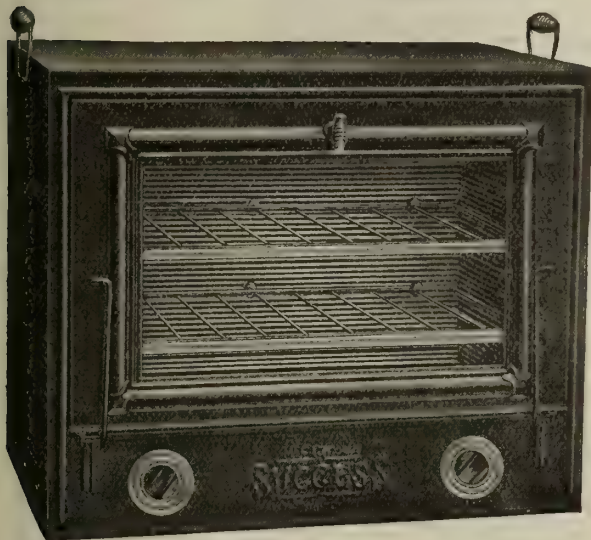
EMPRESS WORKS,
PETER STREET, TORONTO.

Three New Ovens that are "Made in Canada"

3 - M^cClary's - 3 "Success" Ovens

No more foreign-made ovens—these ovens are bigger and better made, and the prices are lower. Demonstrate them and they will sell, and sell quickly.

Our No. 70 "Success"



22" long, 13" deep, 18" high.

New style glass frame, easily removable. Held in position by sliding buttons—no tinsmith or soldering required. A brand new simplified feature.

Our No. 50 "Success"



22" long, 13" deep, 18" high.

New style oven door, three-way contact catch. Connects at top corners and centre in one operation. One feature alone that will make ready sales.



Our No. 30 "Success"

22" long, 12½" deep, 17½" high.

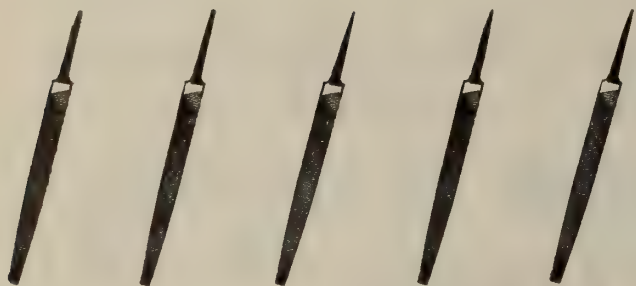
A good, serviceable oven with double-seamed joints—no rivets or bolts to become loose — lined with corrugated black iron each end.

Anticipating your trade demand

LONDON TORONTO
MONTREAL
WINNIPEG VANCOUVER

M^cClary's

ST. JOHN, N.B. HAMILTON
CALGARY
SASKATOON EDMONTON



Five Favorites

The lion's share of the files used in Canada are these five famous brands:

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

Made in Canada

Most users prefer them because they reflect 50 years' experience in making good files. Because they never vary in quality or work. Because a sixty-million output yearly means maximum value at minimum cost.

With 4,000 patterns to select from—with huge stocks ready to ship at a moment's notice—we guarantee you the right files at the right price, at the right time.

And we're showing your trade that "it costs less to use more." Teaching them to use more Files.

That means **GOOD BUSINESS** for you.

Nicholson File Company

PORT HOPE

Jobbers
Everywhere

ONTARIO

Read "File Philosophy" and be an authority on files. A copy with our catalog will be sent you free on request.



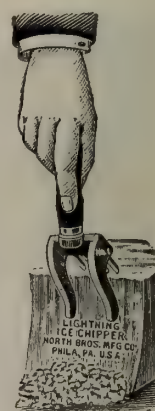
Time to Order

FREEZERS

Whether you stock the **LIGHTNING**, **GEM** or **BLIZZARD**, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand—one that brings trade and helps you keep it.

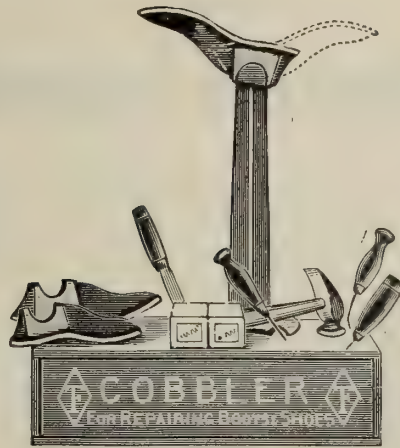
The **BLIZZARD**, being a low-priced Freezer, makes a good running mate with either the **GEM** or **LIGHTNING**. Now is the time to place your order. Shipment can be made any time you specify.

BE SURE to INCLUDE the LIGHTNING ICE CHIPPER No. 1. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.



Your Jobber will Supply You.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



The long winter evenings afford lots of time for people to do their own shoe repairing.

Now is the time to boost our COBBLERS' and COMBINATION OUTFITS

They are attractively finished, high in quality, and they sell at a reasonable price, leaving a good substantial profit.

Write your jobber for these lines now.

If he cannot supply you, write us. We ship promptly from stock.

TAYLOR-FORBES COMPANY
LIMITED

Head Office and Works: GUELPH, ONT.

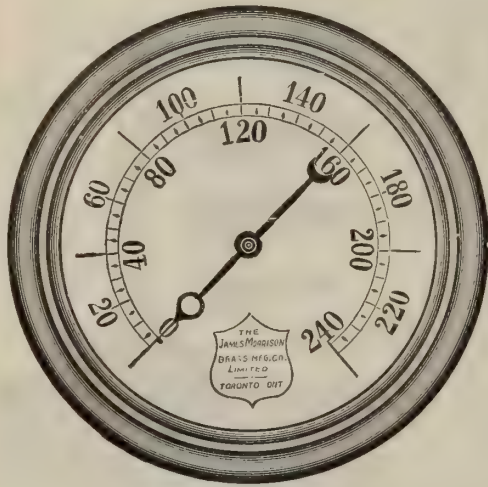
Branches and Agents:

Taylor-Forbes Co., 246 Craig St. W., Montreal; Canadian United Mfrs. Agency, London, Eng.; H. G. Rogers, 147 Prince William St., St. John, N.B.; H. F. Moulden & Son, Travelers' Bldg., Winnipeg, Man.; Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.



Drop us a card for catalogue covering complete assortment.





Morrison Improved Steam Gauges

The only steam gauge made in Canada. We manufacture a full line of gauges and recording instruments for every purpose, including steam, water, air, ammonia, etc.

All our instruments are of the very highest quality and utmost reliability, and are sold under a full guarantee of satisfaction. Approved by Provincial boiler and steamboat inspector.

REPAIR TIME FOR STEAM PLANTS

With many industrial concerns January is the month devoted to overhauling the power plant—when the shut-down occurs for the annual inventory.

Boiler Mountings — Injectors — Pressure Gauges or other fittings may require repairs.

With our facilities and experienced workmen we can give this work proper and prompt attention.

The James Morrison Brass Manufacturing Company, Limited

93-97 ADELAIDE STREET WEST, TORONTO, CANADA



FOR 1915



Make The Iver Johnson Your Leader

Iver Johnson Safety Automatic Revolver.

Iver Johnson Champion Single Barrel Shotgun.

Iver Johnson Hammerless Double Gun.

Our ideal in firearms manufacture is a first-class weapon at a moderate price. Any marksman will tell you that the Iver Johnson Revolver is accurate, hard hitting, dependable. Any hunter will testify to the high quality of the Iver Johnson Shotgun.

Advertised in Canada. Sold by all large Canadian jobbers.

A moderate price line of absolute dependability.

IVER JOHNSON'S ARMS & CYCLE WORKS

350 River Street, Fitchburg, Mass.



Make Your Flatware Dept. More Profitable



Raleigh

Standish



WM. A. ROGERS

MAKE sure of Flatware profits this year. The line to carry is the one with the newest patterns and the most liberal discounts. Our Travellers are now calling on the Hardware Trade with complete samples. See them before placing your order. Our Mail Order Department gives prompt, efficient service. Order direct or through your Jobber.

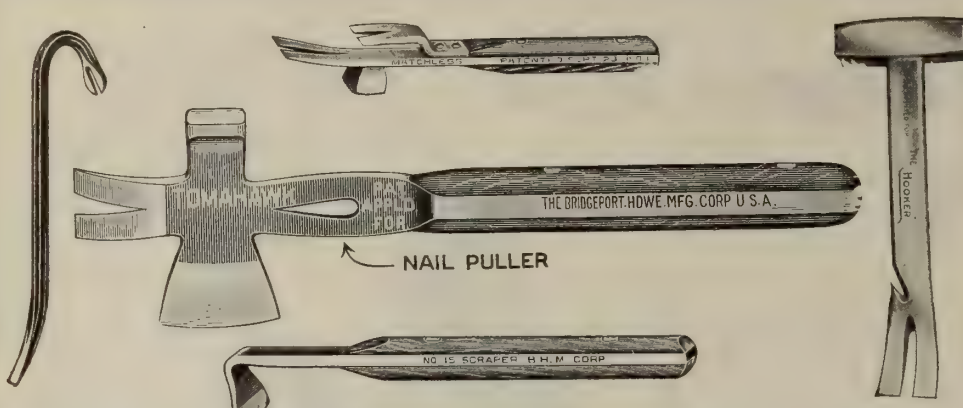
CANADIAN WM. A. ROGERS

LIMITED

570 KING STREET WEST, TORONTO

WINNIPEG
HAMMOND BUILDING

VANCOUVER
FAIRFIELD BUILDING



NAIL PULLER

NO. 15 SCRAPER H.M. CORP.

CONSIDER THIS!

The
Bridgeport Line

BOX TOOLS OF ALL KINDS
Large VARIETY to select from

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The BRIDGEPORT
HARDWARE MFG. CORP.
Bridgeport, Conn., U.S.A.

Canadian Sales Agent:
PRESCOTT W. ROBINSON, 695 Victoria Ave.
Montreal



"WIRELESS"
Fibre Flashlights

Now on Sale at Most
Leading Hardware Stores

The Latest in Flashlights

Have you seen them?

Write for illustrated booklet.



Interstate Electric Novelty Co.
of Canada, Limited
220 King Street West
TORONTO ONTARIO

Wrought and Steel Plate

WASHERS

of all descriptions



Round & Square
Plain or
Galvanized

Annealed
Rivet Burrs

Felloe Plates

Sheared and
Punched Plates

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

"HENDRYX" BREEDING CAGES

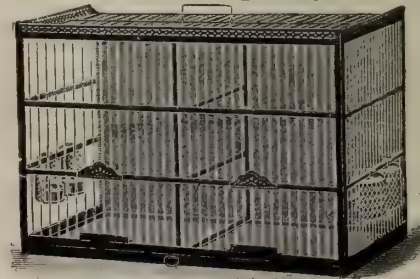
A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and green trimmed, closed back, adjustable wire partition, sliding drawer, two nests with holders, four cups and six perches.

No. 86S Japanned, 17¼ in. long, 8¾ in. wide, 13¼ in. high.
No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.
No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.
No. 88 Japanned, 24½ in. long, 12¼ in. wide, 16¼ in. high.
No. 113 Japanned, 26¾ in. long, 10 in. wide, 13¾ in. high.

THE ANDREW B. HENDRYX COMPANY



New Haven, Conn.

Greatest Window-Display Contest Ever Held!

1st Prize, \$2000. 2nd Prize, \$1000. Total Prizes, \$15,000

Hardware Dealers Have Advantage

Here is the biggest show window contest ever held. It is open to every dealer, and there are enough big prizes to make it worth while for every dealer to enter.

Hardware dealers have an advantage in the particularly attractive lines of merchandise available for their use under the rules of the contest. This contest is called the

Rice Leaders of the World Show Window Contest

Rules

The rules of the contest are few and simple. The two chief rules are; first, that the display shall be made of the products of a member or members of the Rice Leaders of the World Association and second, that the display shall include the handsome banner of the Association which is furnished free. To every dealer who submits a photograph of his window as an entry in this contest, will be sent a book showing the 100 best displays. This alone will be worth the effort required. Each display must be exhibited for at least one week any time before May 15, 1915. A photograph of the window must be submitted to the Association for the passing of judgment.

Starrett Display Will Bring Results

Of all lines which may be used for displays in this contest none will make a more attractive display nor appeal to a larger number of men than Starrett Tools. These tools are handsomely finished and there are so many styles of them that they work into a

display splendidly. In addition to that, every man is a possible customer for some kind of tool, so a display is bound to be efficient as a sales getter. Dealers are already reporting increases of \$250.00 a week on account of their Starrett display with the Rice Leaders banner.

We Help Dealers

We are prepared to help dealers in making displays of Starrett Tools by furnishing our window trim material and a copy of our book "Your Display—A Salesman" which gives helpful suggestions on dressing windows. Full information with rules of contest and display material can be had by writing to our home office at Athol or to any of our branch offices.

The L. S. Starrett Co.
WORLD'S GREATEST TOOLMAKERS

Athol, Mass.

New York

London

Chicago
42-426

Starrett Tools

The Standard Instruments of Precision

COLT

COLT

COLT Revolvers and Automatic Pistols

COLT FACTS:

"Colt's" are always found in quality stores.

"Colt's" are the best and easiest to sell; associated historically with the growth of the nation and known to-day as the finest line of revolvers and automatic pistols; they need no introduction to your customers. They are known.

"Colt's" stay sold. One "Colt" sells another, as a "Colt" customer naturally becomes a "Colt" salesman.

"Colt's" are the official arms of the United States army and navy; this fact assures customers of their marked superiority over other arms. "Colt's" are adopted by practically all the Police Departments, a fact which dealers can use effectively.

"Colt's" are made for all uses—military, police, bank protection, home defence, hunter, camper, target shooter, automobilist, etc.

WELL-ADVERTISED "COLT" FACTS:

"You can't forget to make a 'Colt' Safe"

"Fires the first shot first"

"The world's right arm"

"Proven best by government test."

"The Standard of the firearms world"

COLT'S PATENT FIRE ARMS MFG. CO.

HARTFORD, CONN.

or A. MACFARLANE & CO.
Coristine Bldg., Montreal



COLT

COLT

HORSE-SHOE BRAND WRINGERS

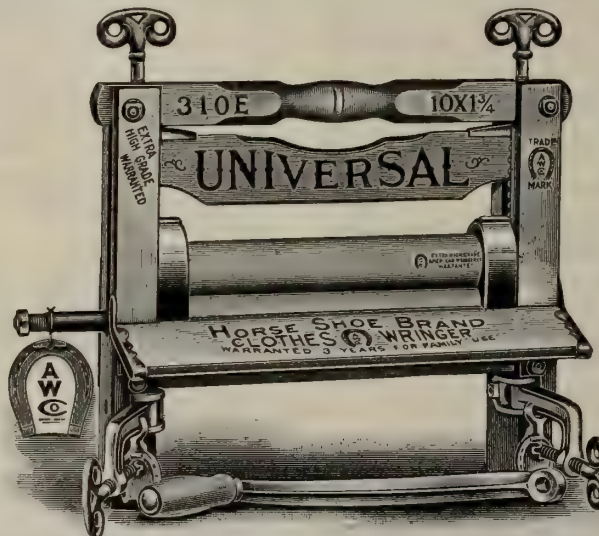
WARRANTED as to quality.

WARRANTED to give satisfaction.

WARRANTED as to price.

Plain Bearings
and Steel
Ball Bearings

Enclosed
Cog
Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1 3/4 inches
11 x 1 3/4 inches

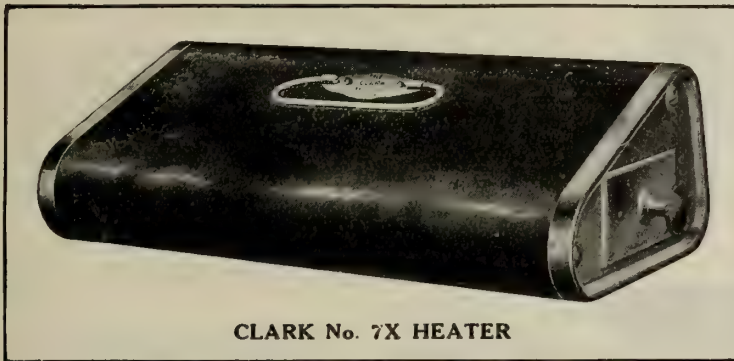
WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

THE AMERICAN WRINGER COMPANY
NEW YORK CITY, U.S.A.

CLARK

Indestructible Steel Heaters



CLARK No. 7X HEATER

*For use in
automobile,
wagon, sleigh
or carriage in
cold weather.*

Show Good Profit to Dealers

These are the unbendable and unbreakable heaters that are advertised extensively to your customers.

There are no castings of any kind in Clark heaters.

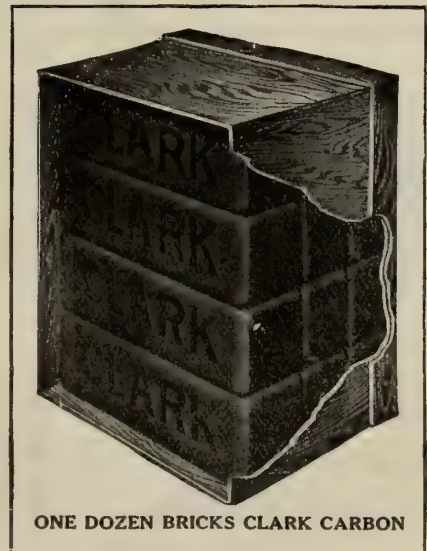
These heaters are made in 20 styles and sizes, ranging in price from \$1.00 to \$10.00 — something for every taste.

Clark heaters are not to be compared with the cheaply made, cast end heaters sometimes offered. Every Clark heater is made with a view to satisfying the purchaser.

When a Clark heater is sold it stays sold.

Practically all jobbers in Canada carry Clark heaters.

Write for Catalogue



ONE DOZEN BRICKS CLARK CARBON

CHICAGO FLEXIBLE SHAFT COMPANY

250 Ontario Street, CHICAGO



High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Boost Goods made in Canada
Keep Canadian Labor employed
You can help by insisting on
having

Still's Handles

in your next handle order. You will
find them superior in quality and finish.

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LIMITED
ST. THOMAS, ONTARIO, CANADA

"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following **SPECIAL PRICES**—
Sample order solicited:

Fine Polished Colored Handles

No. 1 Canada, 5 String	- - \$4.50
No. 2 Canada, 4 String	- - \$4.00
No. 3 Canada, 4 String	- - \$3.75

6 Dozen lots and up delivered—Ontario

WALTER WOODS & CO.
Hamilton

FLY SCREEN WIRE CLOTH

IN BLACK,
BRONZE & GALVANIZED.

**SAFETY
FIRST**

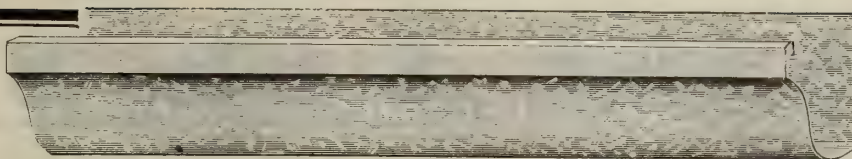
See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll

The Season for Fireplace Fix-
tures and Spark Guards is now
on. Have you a supply of
stock sizes?

Inquiries Solicited

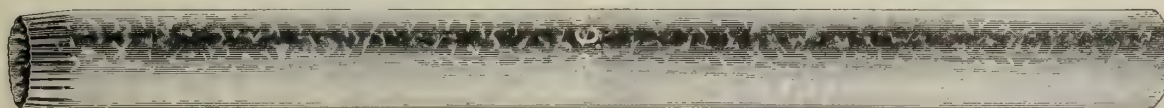
Canada Wire & Iron
Goods Co.
Hamilton, Ont.



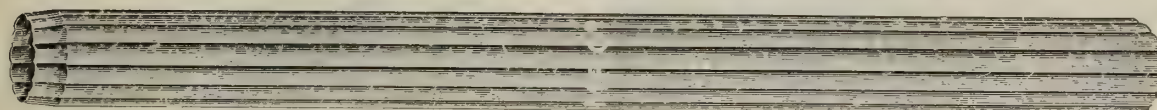


"Metallic" The Best Eavestrough

When you stock any Metallic building material you always insure a quick turnover and a profit you'll like. "Metallic" Eavestroughs, 10 feet long, are made of the best quality of galvanized sheets, on heavy machines, every length guaranteed to fit perfectly. Our trough is die made. No dab marks. We also make Conductor Pipe—corrugated or plain, in ten-foot lengths. N.B.—"Prompt shipment guaranteed."



Plain, Round or Corrugated Conductor Pipe—Size 2, 3, 4, 5 and 6" diameter.



NO "KEYSTONE" OR OTHER FOREIGN SHEETS USED—ALL BRITISH-MADE GOODS.

The Metallic Roofing Co. of Canada, Limited

Manufacturers
TORONTO and WINNIPEG

Do You Value Your Money? Do You Value Your Time?



"B.B." Automatic Gas Soldering Furnace.

This firepot will cut your GAS BILL in half. It is equipped with an AUTOMATIC SHUT-OFF, which turns off the Gas the instant the soldering iron is removed from the fire, and Automatically lights it again as soon as the Iron is put in. You burn Gas, only while you have an iron in the fire. Gas consumption is practically cut in two; also has a Patent Air Mixer which makes it very easy to adjust for Natural or Artificial Gas. It is an ECONOMICAL INVESTMENT.

PRICE, \$3.60 Net.

"SEND YOUR ORDER IN TO-DAY."

If so, you cannot afford to be without one of these Firepots and Rod Cutters. The cost is a trifle compared with the "saving."



No. 62 "Lightning" Rod Cutter.

These rod cutters do away with the old Time-Wasting Method of hammering and chiseling your wire rods in two. Our "Lightning" Rod Cutters do the trick quicker than you can imagine. Each Cutter is fitted with an adjustable gauge, so you can cut any number of small pieces the same length, without measuring each piece. These cutters are built in the following sizes: No. 60, 61 and 62.

No. 60 will cut rods up to $\frac{1}{4}$ " diameter. Weight 5 lbs.

PRICE, \$3.75 Net.

No. 61 will cut rods up to $\frac{5}{8}$ " diameter. Weight 39 lbs.

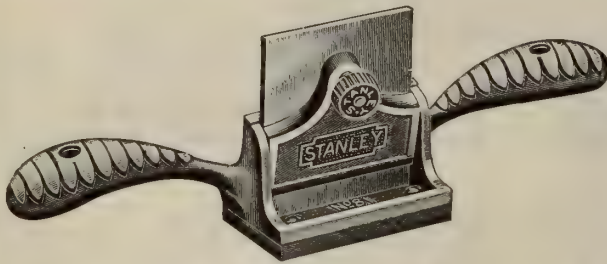
PRICE, \$11.00 Net.

No. 62 will cut rods up to $\frac{7}{8}$ " diameter. Weight 90 lbs.

PRICE, \$18.00 Net.

THE BROWN, BOGGS CO., LIMITED, - HAMILTON, CANADA

Western Representatives: MESSRS. BISSETT & LOUCKS, Limited, WINNIPEG and EDMONTON

Adjustable Scraper No. 81

No. 81—10 in. long, weight 2¼ lbs. List Per Doz., \$18.00.
Packed one in a box.

Stanley Tools

This tool is meeting with considerable favor among Cabinet Makers and those requiring a Scraper for especially fine work.

It has a rosewood face, and the handles are raised to protect the user's hands. The body and handles are cast in one piece, and are handsomely nickel plated. The cutter is made of a high grade of steel.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

14 Years A Dealer But Finds No Better Fence Than PEERLESS**Read This Letter**

Forestville, Ont., Jan. 13, 1913

The Banwell-Hoxie Wire Fence Co.,
Hamilton, Ontario

Dear Sirs:—I have been in the fence business for the last fourteen years putting up fence for farmers and have erected as high as four thousand rods per year. I have put up a good many different makes of fence but can positively say that "The Peerless" has given the best satisfaction taking into consideration even wire, no slack wires, no wires breaking, no wires rusting, and fence holding its tension which keeps the fence tight. "Peerless Fence" that I put up six years ago with posts thirty feet apart is tight and free from rust and does not sag.

Truly yours, E. G. Hooper

He's but one of the thousands of satisfied Peerless dealers—satisfied there's no better, no more profitable, no bigger producer of return orders than Peerless Fencing. His Peerless Fence agency is one of his biggest assets. If you had it you would say the same.

Peerless Farm Fence

is made of Open Hearth steel wire—heavily galvanized in such a thorough manner that it will not flake, chip or peel off. The wires are tough, elastic and springy and will not snap or break under sudden shocks or quick atmospheric changes. The joints are securely held with the "Peerless Lock" which will successfully withstand shocks and strains and yet, it can be erected on the most hilly and uneven ground without buckling, snapping or kinking. We also build a full line of poultry fence, ornamental fence and gates.

We Offer You This Coveted Agency

If you are located in our unassigned territory, we want to offer you the selling rights for this remarkable fencing. We want to add you to our list of satisfied, money making agents. We have a very attractive agency proposition. Want it? A postal brings it. Write today—now.

Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba
Hamilton, Ontario

**STEP-EDGINGS**

NOSINGS, STAIR-TREADS,
IN TEN DIFFERENT
PATTERNS. IF YOU ARE
INTERESTED IN A BRIGHT,
HARD, LONG-WEARING

ALUMINIUM

STEP TREAD, SEND US A
POSTCARD FOR OUR BLUE-
PRINT LIST OF SIZES—
JUST OUT.

DON'T FORGET—YOU
CAN'T SLIP ON AN
ALUMINIUM TREAD



THE
British Aluminium Co.

of London, England Limited
60 W. FRONT ST., TORONTO

Eastern Agents: Spielmann Agencies, Montreal.
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"KAY'S" EXCELSIOR RED HONE CURLING STONES

These stones serve to the greatest satisfaction, and have been used exclusively by the best curlers since the game has been played in Western Canada. They are the favorites to-day, being especially designed for use on the keenest of ice.

No working down or a season's playing required to put these stones in shape. They will play perfectly from the start. Ask old curlers about them and be convinced that we are right.

THOMAS BLACK

76-82 LOMBARD STREET

WINNIPEG

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



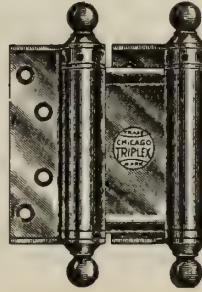
Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

Why not sell soles?



Star Brand SOLES

*Best in the
long "walk"*

Star Brand soles are made from our own leather and we guarantee them to outwear all others.

And they leave a good margin for profit.

If your jobber cannot supply you, we'll ship your order quickly.



BEARDMORE & CO.
Toronto TANNERS Montreal

They go well with Cobblers' Outfits!

Take on the Spramotor Line

It's a profitable one for you to carry—our agents make money. There is a steady demand for parts and accessories, each sale giving you a good profit. The

Spramotor

It isn't a SPRAMOTOR unless we made it!

is advertised consistently, year after year. Men who come to you about a spraying outfit, will be satisfied at once, when they see you handle the Spramotor. We are ready to co-operate with you to make sales.

Get in touch with us right away.

NOTE:—There's only one SPRAMOTOR.

Made in Canada—No duty to pay.

Spramotor Works

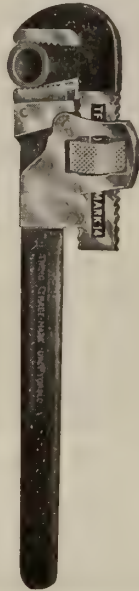
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London, Can.

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Buffalo, N. Y.



TRIMO

A "PIPING" GOOD WRENCH



STEEL HANDLE

Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6", 8", 10", 14" only.



NUT WITH NUT GUARDS



WOOD HANDLE

Send for Catalog No. 150

TRIMONT MANUFACTURING CO., Roxbury (Boston), Mass., U.S.A.

Are Your Customers Loyal?

Do they buy all their goods from you that they can? Do they buy their cement from you? Or do they go to your competitor who can fill their needs? Make sure of all the trade your customers can give by having what they want.

Rogers' Portland Cement

Made

in

Canada

Rogers' Cement is everywhere regarded as the very

highest example of cement making. Builders, contractors and farmers in your district are to-day using this cement. Write for our agency plan that gives you this trade.

Alfred Rogers, Limited

28 West King Street

TORONTO

N. J. Dinnen & Co.—Western Representatives
Winnipeg, Manitoba

GET BUSY NOW!

While it may seem a little previous to talk about the 1915 cherry crop, do you realize that the first day of spring will be here just about nine weeks from to-day? And after that the cherries come with a rush, and the preserving season is on.

THE PERFECTION CHERRY STONER

(Patented and Made in Canada)

is the simplest, handiest, cheapest little device ever invented for stoning cherries. It does the work rapidly and well, at the rate of 30 per minute, ejecting the stones neatly, and leaving the cherries round and "whole"—ideally fit for preserving. We are advertising it at this early date, because we want to get in touch with the wholesale jobbers, and know their requirements. Our dies will shortly be completed, and by the end of January we will be prepared to fill orders.

How many shall we figure on making for you?
Special prices on quantity lots.

Let us know how many you think you will want, and we will quote accordingly. The Perfection Cherry Stoner retails for a dime. Thousands of them will be sold this spring before the cherries are ripe. Every woman that puts down preserved cherries will want one when she sees it demonstrated by her more progressive neighbor. Every restaurant and ice cream booth needs them in its business. Get your share of the profits of this new Canadian-made novelty.

MADE-IN-CANADA
GOODS

E. T. Wright Co., Ltd.
Hamilton, Canada

MADE-IN-CANADA
GOODS



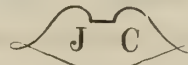
Steel Rules, Gauges,
Etc.

CHESTERMAN'S

MEASURING TAPES

Linen and
Steel

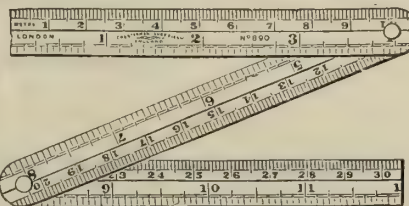
TRADE



MARKS

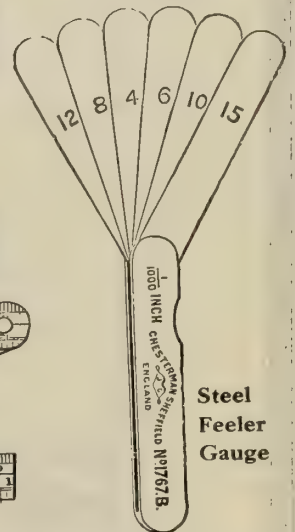


TREBLE



Steel Pocket Rule

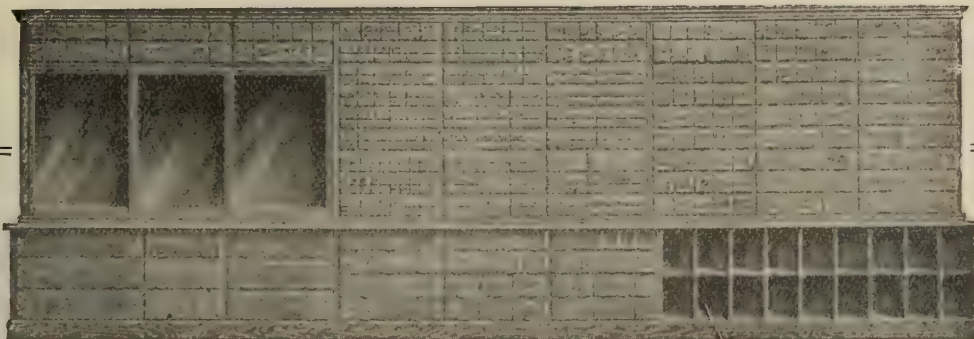
Engineers' Small
Tools



Steel
Feeler
Gauge

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F. H. SCOTT, 404 Coristine Bldg., Montreal



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and

shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO



28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



Keep the Dollar at Home

BUY RUBBER GOODS

(Lawn Hose, Tires, Mats and Matting,
Plumbers' Supplies, Jar Rings, Hockey Pucks, etc.)

MADE IN CANADA

Our line-up is complete. Our quality is unexcelled, and our prices are right. Let us show you what we can do.

It is our desire to serve you.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



28 "Service" Branches Throughout
Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JANUARY 9, 1915.

No. 2

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, President

H. T. HUNTER, General Manager.

T. B. COSTAIN, Managing Editor.

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Sell to Every Barn Owner In Your Community

The name tells the story. The hired man can slam the door—if equipped with "Cannon Balls" it will go into place like a shot, but noiselessly and smoothly.

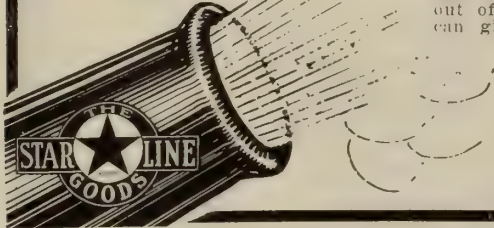
No jumping off the track with "Cannon Balls." No birds' nests clogging action. No operative troubles caused by weather, water or wear. Daily reliable service for years. Satisfied customers made by all sales of "Cannon Balls"—and sizeable profits, real money you can count up big.

No. 440—With Lateral and Vertical Adjustments.

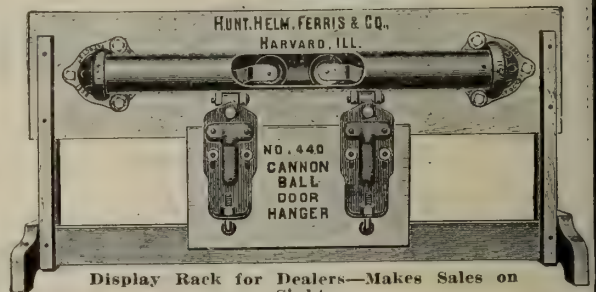
Noiseless, tandem, flexible, frictionless. Long roller-bearings. Steel truss frames. Special steel wheels, wide tread, enclosed track. Instantly adjustable, laterally or vertically. Door can be raised or lowered, set away from or brought near to building, as desired. Water and bird-proof.

EASY TO STOCK.

"Cannon Ball" Track comes in 3-foot sections, 32 pieces to the crate. It is a simple matter to stock 96 feet under the counter, where it is out of the way. So supplied, you can give your customer immediate delivery—just as much track as he needs.

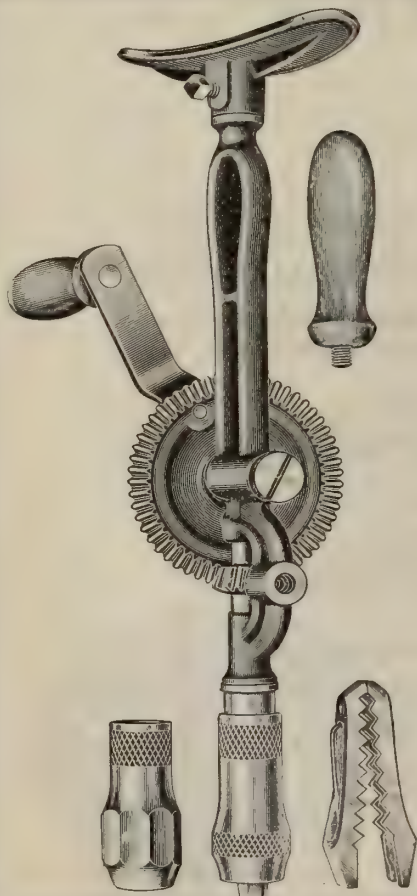


"Cannon Ball" Barn Door Hangers



Display Rack for Dealers—Makes Sales on Sight.

MACKENZIE BROS., Wholesale Hardware Specialties
WINNIPEG, - MANITOBA



A Practical Drill for the Practical Man

THIS tool is easily identified as an exceptionally high-grade tool of the usual top notch Millers Falls Standard. It is not high priced. The elimination of special devices has made it possible for us to offer this drill, which meets every ordinary requirement both practically and well, at a decidedly saleable price.

MILLERS FALLS BREAST DRILL No. 112

Fitted with a Barber Chuck, the famous Alligator Jaw pattern, primarily designed for holding square taper bit stock shanks. These jaws, however, will grip many sizes of round shanks, principally those 3/16 to 3/8 inch in diameter. Thus the drill will be found to have an extra wide utility.

The jaws are drop forged from carbonized steel. All gears are cut, the small ones from steel. The ratio between gears is 3-1/2 to 1 and the diameter of the larger gear is 4 inches. The drill is provided with a ball thrust bearing and the breast plate is removable, permitting use as a hand drill.

The acme of compactness and lightness, just 15 inches over all and weighing only 4 lbs. No drill was ever better adapted for the portable kit of the iron-

worker, plumber, electrician and repair man.

Let us show you

the many sound selling points of these other new and improved Millers Falls tools—Breast Drill 200, Hack Saw 1027, Bench Drill Press 210, Bit Brace 872, Extension Bit Holder 6, Acme Mitre Box and Hand Drill 980.

Write for catalog describing complete line.



MILLERS FALLS CO., Millers Falls, Mass.

HARDWARE^{AND} METAL

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Did Any Mail Order House Ever Do This?

*A Retail Merchant is Losing Trade to
the M.O. Houses—Can He Offset Mail Order Com-
petition?—What Arguments Can he Use?—A Few Suggestions.*

By David G. George.

ABOUT three weeks ago a retail hardwareman in a fair-size town said to me, "The people around here have the mail order bug. Within the last month no less than four persons that I know of, and possibly many I don't know of, have purchased stoves by mail. I cannot see why they send out of town for stoves when I am located here and have been for nearly twenty years. Why don't they buy their stoves from me? They should be loyal to their own community. What arguments can I use to fight mail order competition? I have been trying to point out to people that they should patronize home merchants instead of supporting large mail order concerns in the distant cities, but I have not met with much success in fighting off the competition. What am I to do?"

The merchant put the question up to me and I tried to give him as many ideas as I could think of at the time. He is typical of many merchants who are to-day confronted with the mail order peril, and no doubt some of the readers of Hardware and Metal will be interested in the arguments I put forth.

"In the first place," I said, "we have the mail order house with us, and it is unneces-

sary for us to make many inquiries to find out that some mail-order concerns are doing a flourishing business. Mail-order buying is on the increase and a mere home loyalty appeal is not going to eliminate mail-order buying, although the appeal undoubtedly has certain value as an aid in focus-

ing attention on home merchants. The local merchant to-day has got to show the public that he has the goods—that he can deliver the goods—and that he can even offer advantages which the mail-order house cannot. Too many retail merchants have for the past few years been advertising the mail-order

houses instead of fighting them.

Too many merchants are content to rest on their oars and say, "Oh, the mail-order house buys in large quantities and can undersell us every time. This may be true in a few cases—in the case of leaders, for instance—but please remember that I am now talking of stoves. The retail hardwareman who has the agency for a reputable, nationally-known brand of stoves has so many advantages over the mail-order house—as far as his local territory is concerned—that they would almost fill a book. Why, the mail-order house does not stand a ghost of a show if the retailer is on the job.

"I asked the merchant to show me some of his recent newspaper announcements. He could only find three of them, and although they had occupied considerable space in the newspaper, when boiled down, all they said can be told in a few words, as follows: "I, James



Build Up the Home Town

If you want to live in the kind of a town,
Like the kind of a town you like,
You needn't slip your clothes in a grip
And start on a long, long hike.
You'll only find what you left behind,
For there's nothing that's really new.
It's a knock at yourself when you knock
your town.
It isn't your town—it's you!

Real towns are not made by men afraid,
Lest somebody else gets ahead.
When everyone works and nobody shirks
You can raise a town from the dead.
And if, while you make your personal stake,
Your neighbor can make one, too,
Your town will be what you want to see,
It isn't your town—it's you!

Cold Weather Necessities

Samuel's Dustless Ash Sifter
Cuts Coal Bills in two and lasts a lifetime. Samuel's Dustless Ash Sifter minimizes labour, permits no waste and is positively dustless.
Get our Price on this Ash Sifter before buying.

Daisy Galvanized Dustless Ash Sifters..... \$90c
Common Ash Sifters..... 30c and 25c

Coal Hods
Japaned at... 35c, 45c & 50c
Galvanized at... 55c & 65c
These Coal Hods are made of heavy material and are strong and perfect in every way.

Frost King Weather Strip
Raises the temperature in all buildings when applied to doors and windows. It is made of Warm Felt, not Cold Rubber and has a large filled tube which blocks all drafts. No rain or dust. Price 50c Box. Enough for 2 doors.
Buy your Hardware Supplies Here, and Save the Difference.

Peterboro Hardware Co., Ltd.

An attractive newspaper advertisement by the Peterborough Hardware Co., Ltd., featuring cold weather necessities.

Jones, carry a full line of stoves and invite your inspection." What would you think of a mail-order house if they advertised in that fashion?

"Do you think they would ever get an order?—I should say not. Why, if a mail-order house sent you a printed announcement that did not tell you any more than the retailer's ad. you would think their advertising department had gone crazy.

"When the mail-order house sends their announcement to you or to people in your community they give the name of the stove—a detailed description of the stove, not forgetting to mention every detail in which the housewife will be interested—they show a picture of the stove—they quote the price—they guarantee the stove to give satisfaction—they arrange for delivery—and they send a letter telling about the stove—about fuel consumption — cooking qualities, etc.

"This outlines fairly well the policy of the M. O. house when they try to sell a stove in your community.

"Have they offered anything that you, Mr. Merchant, cannot offer? No. About the only difference is that the M. O. house has the courage to ask for the money in advance before the customer even sees the goods.

"Now, Mr. Hardwareman, you can offer all the M. O. houses offer and more. Why not get busy and put some punch into your stove department—with your over-the-counter talks—with your circulars and your newspaper announcements? Why not let the people know you have the goods? Let them know that you represent a nationally-known manufacturer who will stand back of the stoves you sell. Tell the people that

you have a better proposition for them than the M. O. houses and back up your statements. You can do it if you want to.

Some Arguments.

"If you are in a small town or where you are serving the agriculturist—and remember the agriculturists are becoming great mail-order buyers—use some of the arguments I have put forth in the accompanying panel. Use them in addition to the selling plans of the M. O. houses. You can beat the mail-order house every time, but remember, you must have faith in the goods you are selling and you must have faith in your own ability. If you are going to shrink away from 'Mail Order Competition' you will be the loser in the end. Do not expect the people to come to you. Business methods are changing. The day of 'All things come to them who wait' is past and gone. To-day it's a case of 'All things come to him who goes after them.' "

Occasionally you will meet a customer who, when talking to the retailer, will tell of the liberal offers made by mail order houses. This same customer after

deciding to buy from the local merchant will ask that credit be extended. Did you ever hear of a mail order house extending credit?

There are some hardware firms doing a strictly cash business in stoves, but this is not always possible. The majority of merchants find it necessary to extend credit. Where credit is extended a time limit for final settlement should always be set. Another point which deserves earnest thought is that of price-cutting. This business demoralizer is found in all communities. The merchant who has the agency for a good line of stoves should stand up for a legitimate profit. It is quite customary for prospective customers who are not in a position to judge fairly to try the beating-down plan and make comparisons between various makes of stoves and prices. The retailer should be the judge of the value of the stove he is selling. He should set a fair price and stick to it.

Camrose, Alta.—W. G. Duggan has succeeded H. O. Roden, hardware merchant.

DID THE MAIL ORDER HOUSE EVER DO THIS?

DID you ever hear of a Mail Order House setting up a stove in a customer's home?

DO YOU know that it is often a matter of weeks before the mail order house makes delivery?

DO YOU know that the mail order stove often arrives in a broken condition, thus necessitating much red tape with railway officials and a great loss of time—often when the stove is most needed.

DO YOU have a look at a mail order stove before you buy it?

IF THE mail order stove becomes rusted or badly marked in transit who shines it?

DO YOU see a mail order stove before you send your money?

IF THE mail order stove proves defective, who do you have to appeal to?—A mail order house many hundreds of miles away.

WHO UNCRATES and unpacks the mail order stove, puts the parts together, fits the joints and tests the stove to see if it is in perfect working condition?

WHAT DO you do when you want repairs for a mail order stove?

CAN A mail order house render on-the-spot service?

WHO FITS the pipes for the mail order stove?

DOES THE mail order house haul the stove from the station, sign for the stove in good condition, unpack it, mount it and see that it is free from defects before it is delivered to you?

DOES THE mail order house help to build up your community?

DOES THE mail order house contribute to the support of local schools, churches, and public institutions?

DOES THE mail order house employ any of your fellow-townsmen and thus enable them to support their families.

DOES THE mail order house buy anything from the other merchants of the town?

IF YOU want to buy a stove, ask yourself the above questions and then come down to our store and let us talk it over with you.

Business Outlook : *By Manufacturers*

Expressions of Opinions on Business During the Past Year, — and the Future Possibilities—By Canadian Firms—Continued From Last Issue.

IN last week's issue of Hardware and Metal we published 6 pages of letters from Canadian manufacturers, giving their views of business conditions in Canada during 1914 and the future possibilities. A number of letters arrived too late for publication last week. Three of the letters are here appended:

Frost Wire Fence Co., Hamilton, Canada.

"It affords us much pleasure to make a report on conditions which have prevailed throughout the past year, and the outlook for 1915.

"Our business year ends with the month of October. Our sales of wire fencing and gates showed an increase of 22% for the year which ended October 31st, 1914. Although manufacturers of Barbed Wire, we have not been successful in our tenders on contracts placed by the Imperial and Canadian Governments for war supplies. Our output therefore is marketed almost exclusively through the hardware trade, and principally in Ontario.

"From our observations, the buying powers of the users of our goods have not been lessened through war conditions, and in view of the possible shrinkage in the sale of builders' hardware supplies and other kindred goods, merchants are paying closer attention to the sale of agricultural lines, and we therefore have shaped our policy and advertising campaign, through which our dealers will benefit in the sale of Frost goods. We therefore are operating our wire mills and fence factory double turn in anticipation of another busy season.

Yours very truly,
FROST WIRE FENCE CO., LTD.,
Alex. L. Page, Sec'y-Treas."

* * *

Nicholson File Co., Port Hope, Ont.

"The conditions in 1914 were a natural reaction after over expansion and construction, accentuated somewhat by the war. For the last few months the country has been living on accumulated stocks and therefore the manufacturers have not been called upon to make the quantity of goods actually used. These stocks are now exhausted and we anticipate very shortly the manufacturers will experience an increase in the buying, as products consumed will have to be replaced.

"It is the goods consumed in daily life that gives the manufacturers the bulk of their business; new construction work is good to have, but it is the smaller part of the business. We believe we will all experience a steady improvement in business through 1915. The country will accommodate itself to conditions abroad, as our home market for manufactured goods is our big market.

Yours truly,
NICHOLSON FILE CO.,
Dominion Works,
E. M. Thurber, Manager."

* * *

The Barton-Netting Co. Ltd., Windsor, Ont.

"Yours of the 18th received, requesting an expression relative to the future business outlook. Before taking up the future, however, let us look back to the close of 1913 which was a most prosperous year, at least for Western Ontario, and the writer believes that business far exceeded normal conditions throughout the entire Dominion. He also predicted a better year for 1914 and is pleased to

state that thus far said predictions have proven true in spite of keener competition. Am alluding now, of course, to our own branch of the trade. When making the above prophecy we did not expect that this most horrible war would be thrust upon us and has to no small extent clogged the wheels of industry, which in our opinion is all wrong for the following reasons:

"The Dominion of Canada has not diminished in her population, they all must be provided for and should be as far as possible with products of this glorious country. Why, then, do certain people, when they meet you seem to delight in saying that this is only the beginning of hard times and many other kindred remarks no more cheerful? Surely the demands of the Empire and her Allies are constantly increasing and will undoubtedly continue to do so for some time to come. Already, millions of dollars have been expended by our government for flour. Large orders for shells, clothing, blankets, automobiles, etc., are continually being placed with our manufacturers and in a very short space of time the demands will have reached enormous proportions. So great, in fact, that our facilities will be entirely inadequate. Why, then, do business men complain and anticipate failure, panic and famine at the first obstacle? That really is only imagination. Better by far be up and doing and make an extra effort to overcome the difficulty which is after all prosperity behind a thin, shimmering cloud and which the average business man can tolerate longer and in larger quantities without tiring, than any other one thing.

"Remember the old saying: 'What is the use of repining for where there's a will there's a way.' Supposing our brave soldiers at the front would tremble and run at the first sight of the enemy or at the strong barricade before them, what would be the result? Success? No! Failure with a great big capital 'F.' Yet that is the identical attitude these weak-kneed, pessimistic, or so-called business men are assuming. We sometimes think that it would be a good idea to draft all of the pessimists into the army, but on second thought we retract as they would make no better soldiers than they do business men. In fact, they are a mere blot on the face of the earth.

"But don't let us talk war, but do let us talk business from start to finish, first, last and always, never forgetting to make each and everyone of our customers our friend, no matter what the cost may be. And do ye these things. Be square. Be generous. Be kind and just and you will see the bright star of success shining in front of you constantly. These few rules lead to happiness and makes business a pleasure, always remembering that business, like your church, is what we make it. Adhering to these rules, we are serving our country as loyally as can be expected. Therefore, it behooves us to be prudently careful, without fear, borrow neither money nor trouble, look forward to prosperity, which in fact is knocking at our doors. Use every honest exertion and effort to the betterment of conditions and mankind and we will forget the difficulties by rejoicing over what we have accomplished.

"Statistics show that Canada's import and export trade with the British Empire and the United States for this year is something over one billion dollars. Slightly over one-half of this amount was with our most agreeable neighbors over the line. Our trade with the balance of

the entire world was nearly \$15,000,000 more, including 'Germany and Austria.' There is no reason why we cannot still enjoy this trade with a strong probability of a large increase. Our imports from Germany and Austria amounted to about thirteen millions, a large portion of this amount should be, and no doubt will be, taken care of by home industries. As for our farm productions and natural resources, there is no limit.

"With these blessings staring us in the face, with steadfast faith in the grand architect of the universe, we feel that one grand united effort prosperity is within our grasp.

"Wishing you the compliments of the season, I remain,

Yours sincerely,

L. B. WEST,

Treasurer and Manager,

The Barton-Netting Co., Limited."

* * *

The Supreme Heating Co. Ltd., Welland, Ont.

"In answer to your letter of Dec. 21st, regarding business conditions in Canada during the year, we might state in regard to our own line, manufacturing stoves, we cannot complain very much, up to the time that war was declared our business was 40% better than the year of 1913 the same date. After the war was declared our business, like all others, fell off, though we are glad to say that the percentage that it fell was small to what we expected. Up to the present our business did not fall over 10% of the past year. Business being affected as suddenly as it was, after war was declared, certainly was not from the effect of hard times, it was more from the sudden shock and scare of the future effects that the war would have, causing the public to do with as little as possible. This scare no doubt will be a benefit both to the manufacturers and the public in the future, as it will do away with over-stocking of goods. We are looking forward to a prosperous year for 1915.

Yours truly,

SUPREME HEATING CO., LTD.,

J. C. Strickland, Manager."

* * *

Whites Ltd., Collingwood, Ont.

"We have your letter of December twenty-second asking our opinion as to business conditions during the year just closed and the outlook for 1915.

"We would say that in reviewing our business for the past year, that we consider it very satisfactory considering its many phases which are entirely different from any preceding year.

"We are preparing confidently for an active business during this year and expect to find as we have during 1914, that rural business will be ahead of any preceding year, and that by the time that August and September roll around the effects of the increased grain acreage will make fall business the best in our experience, and also its effect will be reflected in a large measure to the benefit of business in the towns and cities throughout the country.

Yours truly,

WHITES LIMITED,

J. F. Zimmerman."

EMPLOYEES' WELFARE.

THE year just passed has been notable for the adoption throughout Canada of a number of Acts for workmen's protection and compensation in case of injury or death through accident in the course of their employment. Although these and similar legislation tend

to make employees' welfare, to a certain extent, a legal necessity on the part of employers, the sphere in which the latter may show their personal consideration for their work people is not narrowed to any appreciable extent.

Much of the legislation referred to, notably the recently passed Province of Ontario Act, has been indirectly adopted from Germany and may yet require considerable amending before it will work smoothly under Canadian conditions. The objections so far urged come from the manufacturers, and are expressed in the matter of excessive and unequitable assessments. This difficulty has been partly overcome in New York State by a system of refunds, care being taken to so arrange the final assessment that the employer feels directly the result of extra effort in the care of the people in his employ. One aspect of employees' welfare work however, will be entirely changed by the present legislative enactments.

Steps taken and money invested in the preservation of the health of workmen and in reducing the hazard of their daily work have heretofore resulted in direct profit to the enterprising manufacturer. Provincial and national law will now make this a general condition attached to manufacturing and constructive business in Canada, and while the welfare of employees must, more than ever, be the result of personal thought and good-will on the part of their employers, it is not to be expected that as direct financial results will accrue to the latter as heretofore. There is, however, a vast field of activity in this direction open to the leaders of large corporations such as the provision of good homes, education, and the creation of healthy moral surroundings. These humanitarian branches of the employer's responsibility, while not yielding a financial profit, contribute immeasurably to the "holding" of workmen, the indirect importance of which has only recently been realized.

There have come to our notice several workman's benefit associations, but generally the only connection these societies have with the officials of the company organization is that the treasurer withholds from the pay envelopes each week or month the assessment for the benefit funds and which he turns over to the benefit society treasurer. The association is administered entirely by officials elected from among the employees and in some cases has been a far-reaching success. The greatest drawback, and in one instance the cause of failure has been the tendency of foremen to give the society little thought when hiring new help. Instead of taking on men more or less after the manner that insurance companies accept risks, they are inclined to hire those who may even be cheap on account of the lack of physical stamina. This eventually must tend to bring a heavy tax on the resources of the mutual benefit society. The most successful institution of this kind of which we have heard is that in which evidence of official interest is apparent by each member of the firm being assessed a monthly amount considerably in excess of that paid by the individual employees.

The welfare scheme that produces the best results and develops the greatest harmony between employers and employed is, and will always be the one that recognizes the personal element of good-will. Few managers realize that a Christmas present, if presented personally would be in every case worth many times more to both him who gives and him who receives, than if otherwise distributed. The director, shareholder or working official to-day who has not time to consider the welfare of his employees is like a mechanic who has no time to sharpen his tools, or the salesman who is too busy to brush his clothes.

Keeping Up With Rising Costs

Merchant in Business For Thirteen Years, Tells How He Overcame His Handicaps and Built a Sixty-Thousand Dollar Business.

By Dan Amsden

I AM a successful merchant because of a failure. It took a failure to show me how to succeed. Three years ago the first of last September I was three hundred dollars in debt and without an asset worth a red cent. Bright and early that day I opened the doors of the store I am in to-day—my second store. It is now a money-making business, handling over sixty thousand dollars a year.

My first store, with which I started in business for myself thirteen years ago, was a failure—a complete failure. That failure is to a large extent responsible for my success. Having nothing upon which to build except failure, I studied until I knew all about failure in my line. And knowing all about failure in your particular kind of work prepares you pretty thoroughly for success. It may be putting the cart before the horse, but it nevertheless succeeds.

I studied my failure from all angles—cost of doing business, stock, service and every other problem that worries us. I bought books on business—they may not have the power to make a merchant of you when a miracle is needed for that task, but they certainly can give you a lot of good suggestions. There is always a chance to adapt the other man's experiences to your work, no matter how different the details of his job may be.

For example, I found the two articles with which C. J. Ricker, of Emporia, started this series very helpful. Mr. Ricker sells jewelry; I sell hardware and implements. But we both sell at retail. I am not a theorist, I am too busy making my business pay to spend time writing two articles like this one, but I have the most complete library on business that you could find in this section.

So what I am going to write about, even though it may not be extraordinarily startling, is not theory untested by actual experience. It is, as accurately as I can put it down on paper, the "how" of my little fight against rising costs out here in Dinuba, California. If it encourages some merchants in their struggle against the same enemy of profits, I shall be glad. If it gives them a suggestion or two that they can put to work, adding a bit here and there to their bank balances, I shall be more than

satisfied. I expect to get enough ideas from the articles contributed by other practical merchants to this series to generously repay me for writing down now the methods I have found profitable.

We all have our preferences, and I happen to be most interested in advertising, managing the sales force and financing. So I am going to tell about my best plans for keeping ahead of rising costs in these three branches of retailing.

In connection with advertising I am going to discuss (1) the advantages of concentrating; (2) the value of knowing the stocks unusually thoroughly; when I come to the sales force, I intend to write about (1) the advisability of frequent store meetings; (2) the usefulness of sales demonstrations; and when I reach financing, my subjects will be (1) the importance of handling correspondence promptly; (2) the danger of figuring



Motor cycles help to make prompt deliveries from hardware stocks at low expense.

costs incorrectly; (3) the need of cutting down bad debts.

The first item in this "time table" of mine is, therefore, a word about the results I have secured by concentrating the appeal of my advertising. By this I mean that I direct all of the various kinds of advertising I use—newspapers, mailings, windows, bill boards, lantern slides, and the like—on one line, then on another, and so on until everything to which I desire to give publicity has been featured.

I believe that by doing this you can trace the "pull" of advertising more effectively than is usual. You have the constant inspiration of seeing it move the goods you want it to move. This town has a population of only 2,200, still by concentrating on oil and oil stoves, I sold 148 cook stoves, 17,800 gallons of oil and 75 barrels of lubricating oil.

I believe that local newspaper adver-

tising pays—provided it is attended to in a workmanlike way. About the time I opened up shop, I sent away for books and cuts and searched out everything that fitted my stocks. I collected samples of advertising for goods like mine.

Then I went around to visit the printer himself. I made him show me all the sizes of type he had and tell me their names. I pestered him with questions until I knew the meaning of "pica," "point," "rule," "dummy," and many other words that go with his craft.

I got a printer's rule from him and found how he desired to have the instructions marked on copy. It was elementary information, but it has helped me many a time, that short visit. Now I make up my advertising campaign six months ahead and the dummy which I send to my friend the printer each week is a help—instead of an aggravation—to him. And the more I help him, the better are my advertisements.

Next in order are the ideas I have found worth while in connection with knowing the stock from A to Z. Very few who are not in business realize how complex retail stocks are becoming. Today's demands practically make it necessary for us to be walking dictionaries if we are to take care of consumers' wants satisfactorily. A small store frequently carries 8,500 items. It is a man's job to know them all, and the particular needs for which they are especially desirable.

But I have found it pays in dollars and cents to use every spare moment to study the various lines in order to pick up knowledge about them. One man I know—and he should speak with authority—says that if a man begins as office boy, next advances to a job as salesman, then becomes a manager of a department, and finally takes charge of a store, he will, provided he has worked hard all the time, have a master's grip on a hardware stock by the time he is seventy.

But although the task does at times seem as hopeless as this man would lead you to believe, whatever progress is made pays for itself many times over. What little knowledge of my line I have gained I back by this store slogan: "If Dan says it, it's so." I have one hundred dollars with the merchants' association to be forfeited if I fail to make good on the slogan in a business way. It is exceedingly difficult to live up to that

* Every retail hardware merchant should read the article, "How I Keep Up With Rising Costs." We are enabled to publish this article by courtesy of "System, the Magazine of Business". Problems of the small retailer are taken up in detail. The story was written by a dealer in hardware and implements and tells exactly how he made a success.

Store Meetings.

The danger is that the man who does the buying will find out many valuable facts, but keep them to himself. He may know why a price is right and why an article is worth more than some other product that looks like it, still if there is no accepted means for passing information of that sort on to the sales force, he may die a natural death without tell-

As like as not the next meeting will take up the wagon stock. We go over typical vehicles inch by inch, bringing out in our discussions all of the facts

I also ask each salesman to bring to these meetings, written down on paper, any suggestions of which he may have thought for seasonable advertisements, window decorations, changes in store arrangement and so forth. This method offers an excellent opportunity to pick the bright employees, and frequently gives specific plans that cut rising costs.

[illegible]

IMPORTANT STORE FACTS WITHOUT RED TAPE.

What each customer on his books has bought and paid month by month during five years is concisely shown to Mr. Amstden by the top form. The middle form helps to keep track of transactions involving large orders for heavy stock which are uniformly placed with various sources but under changing conditions of shipment and re-sale to consumers. The lower form—to the left—assembles a decade of monthly experience with each item stocked. Mr. Amstden personally perfected these forms for use in his store at Dinuba, California, and believes that they have helped him to overcome rising costs.

It is a fact that even in an organization as small as mine, men soon show tendencies that indicate preferences for a certain branch of the business. These written reports usually reveal these "leanings" and thereby give me an opportunity to encourage a man in the right direction. So that they may have plenty of suggestions from the outside world, I encourage the employees to read business publications by supplying a number of copies. It is, however, an absolute rule that a man must read nothing but these publications during business hours.

I further request those attending the meetings to make written reports of any complaints that they encounter. I place strong emphasis on this request and give over a definite portion of every meeting to discussing the complaints that are brought up for attention. One of the complaints reported to our first store meeting helped me to answer a question that I had been asking myself over and over again for weeks: "What can we do to get more women to trade at our store?" I believe that satisfied women as customers usually encourage men to trade with you. So I was anxious to answer that question.

The timely complaint was short and to the point: "Prohibit smoking in the store." It happened that I had been usurping my privileges as head of the business and smoking in the store. No one else was at fault, but that meeting passed—unanimously—a regulation absolutely prohibiting smoking in the store by anyone connected with the organization.

My next topic—the second one under "managing the sales force"—has to do with the effectiveness of carefully prepared demonstrations. I endeavor to work out a model demonstration for each line that is worth a demonstration. We carry a "Round Oak" steel range. I happen to know something about that range, because twenty years ago I worked in the factory and helped to make the first steel range like it.

So I told my salesmen why the "Round Oak" has a sub-flue bottom, why the base of the oven is made of exceedingly heavy boiler iron, why very thick asbestos is used, why the top of the oven is rigid, why the fire box castings are extraordinarily heavy, why nearly five hundred bolts and rivets are used, and why the damper is hinged in a certain way. Now everybody in the store knows about all there is to know regarding a "Round Oak."

I have now reached the last of my three general subjects—financing. I believe that most of the practical side of financing must be learned in the rough-and-ready, but effective, school of experience. A great deal of valuable—and quite necessary—knowledge on the

general subject can, of course, be found in books. But the little detailed plans that help in the tussle with rising costs must be picked up from time to time for yourself or in a series of articles like this.

As I have related already, I was three hundred dollars in debt when I opened the store that is making money for me to-day. This is the question everyone asked me: "How did you do it?" Naturally, I did it on other people's money, since I had none of my own. I had always worked on the principle that it is all important to keep your credit good and strong, no matter what happens. Even during the failure and while temporarily in debt, I kept my credit standing up to the one-hundred-cents-on-the-dollar mark.

So I had no trouble in getting backing when I decided to put to good use the lessons taught me by my failure. A credit man with one of my wholesale sources once offered me one hundred dollars if I would tell him how I manage my financing. I did not satisfy his curiosity, but if I had cared to, I would have told him the simple fact that I have written a few lines above—I never let a shadow fall on my credit standing. I imagine he would not have thought that truthful answer worth his hundred dollars, but it is, just the same.

I must get back to the "time table" according to which I am writing this article, or before I know it I will be wandering off moss gathering among my ideas on financing. The "time table" shows that my first topic under this general subject of financing is getting better results from correspondence. Now that may appear at first glance to be an unusual topic to discuss in relation to financing. But I think that closer attention to correspondence in the average retail store will help out the finances more than worrying about any other branch of the business.

Avoiding Difficulties Resulting From Neglect of Correspondence Means Savings.

I wonder how many of us have taken a dislike to a wholesale house simply because we fired a few letters into the waste paper basket that should have been answered with reasonable promptness. There comes a time, for example, when it is impossible to cover up on the credit which a wholesale house has given, just as occasions arise when it is inconvenient for certain of our own customers to discharge on the tick of the clock the credit we have extended to them. You know how satisfied we would be to get a letter from the customers explaining the situation and how glad we would be to arrange extensions.

But how about our own relations with the wholesale house. The conditions

which I have imagined are practically parallel to those existing between a merchant and customers who let accounts "hang over" until the skies clear off.

I am afraid that only too often we drop into the waste paper basket the first form letter which the clerk in the credit department of the wholesale house sends to us. We do not think much about it, and possibly forget the matter entirely until ten days or so pass. Then a second letter arrives from the wholesale house—the clerk in that credit department is following out his schedule to the letter. Again the waste paper baskets play a part in our correspondence methods.

Matters drift along until the credit clerk in the wholesale house notices that we are not responding to the usual stimulants. He talks it over with somebody higher up, and it is decided to wake us up with a letter a little bit "hotter" than those we have been dropping off the edges of our desks into the waste paper baskets.

When that peppery letter comes along nine out of ten of us get sore. That is human nature, I guess. We are sore even when the fault is entirely ours. We get up on our high horses and send the money to the wholesale house and along with it goes a letter that expresses, in more or less peppery terms from our own vocabularies, what we think of wholesale houses which write tart letters to customers.

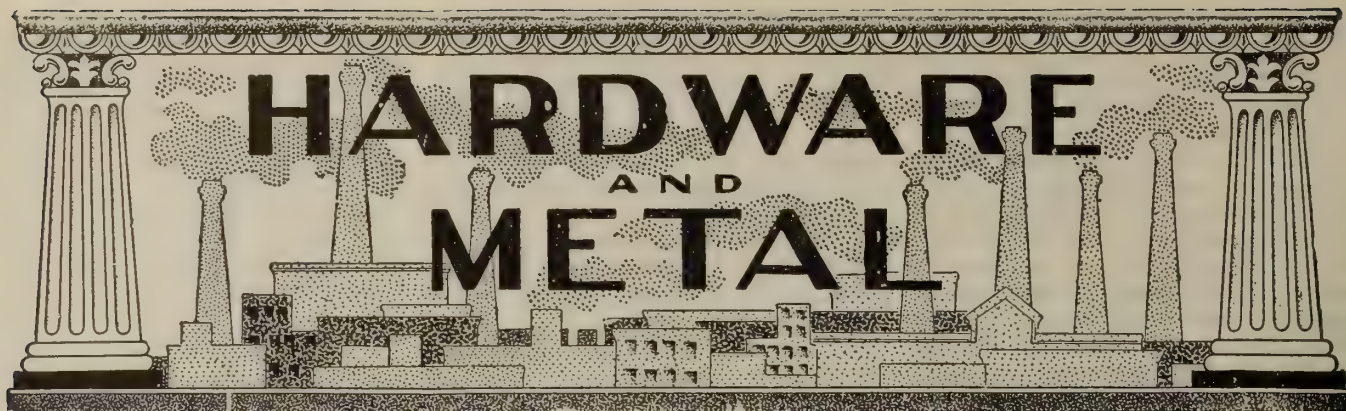
Now the point I am making is just this: if we had taken ten minutes to answer the first letter from the wholesale house, our explanations would have been accepted without question and the accounts dropped for thirty days. But, by yielding to a very prevalent trait in human nature, we let the accounts drag and end up by being at outs with a valuable source of supply for absolutely no reason at all.

I do not want to be taken as throwing stones, because I well enough know that I live in a glass house, but I have found from experience that it pays to give correspondence prompt attention. I am merely passing along this bit of experience for what it may be worth. I have a feeling that we often give a great deal of attention to stock methods and accounting plans, but let the correspondence take care of itself.

A Practical Solution of the Problem of How to Figure Profits.

Now come my experiences with figuring costs. As I write I have before me the ideas of seven men on figuring costs. My ideas are different from all of theirs, but I have been able to adapt something helpful from the plans of each of the seven. Therefore, if I describe my methods for handling costs possibly others can make use of one or two of them, at least.

(Continued on page 42.)



VOL. XXVII. No. 2

Toronto, Canada, January 9, 1915

Two Dollars per Year

DID ANYONE say the Kaiser was k-rupp-t?

EVERY DOG has his day—even *der Deutsche Hund*.

HAVE you made a flank movement in your follies?

ARE YOU taking stock mentally—as well as materially?

HOW ABOUT the New Year's resolutions? Are they still intact.

THE MAN who carries all his eggs in one basket will find it out these days.

IN OTHER words two strings to your bow is a wise policy.

THE TEST of character is tokened by the way a man treats those less fortunate than he.

STOCK SHOULD be taken at least once each year; in some cases it may be advantageous to take it oftener.

HAPPILY, many people in America of teutonic extraction have not use for Kruppism and "Mein-selbe und Gottery."

AN OUNCE of prevention is worth a pound of cure when it comes down to the fire question. If the ounce of prevention were applied, the pound of cure would become almost unnecessary. When will taxpayers begin to realize this fact?

THE "Commercial Travelers of Canada" have set a noble example to other benevolent associations in contributing ten thousand dollars to Canadian patriotic funds connected with the war, and in keeping in good standing as mortuary beneficiaries those Canadian travelers who have volunteered for service at the seat of war.

IT WILL be the sincere wish of all that the year 1915 will see the end to both the business depression, which has caused much suffering, and also to the war which is seriously affecting the world's commerce, sacrificing millions of lives and destroying many great industries. The passing of 1914 did not cause any great regret. In an economic sense, 1914 was marked by a serious depression, while in a political sense it started the greatest war in the world's history.

THAT CONDITIONS on the prairies are better than in any other part of Canada and that the wholesale trade is brightening up is the optimistic report which Hon. Robt. Rogers brings on his return from Winnipeg. While inclined to think, in view of general trade reports, that the accent of the Hon. Bob in on the "optimistic," the report is nevertheless encouraging. If enough people will only think with him the situation will undoubtedly be greatly helped.

The New Year---Prospective

IN contrast to the conditions which marked the close of the year in the wholesale hardware trade, when the consensus of opinion was that the twelvemonth had made a showing that could generally be described as up to normal, the outlook for the early part of the new year is not favorable. While there is nothing pessimistic in the opinions of the wholesalers, January is looked upon as likely to prove the quietest of many years—and January in any year is a dull month. The situation sums us about as follows:

City business which had been dull found a revival in the holiday trade and a reaction is the only logical condition to be looked for, particularly the opportunity is usually taken at this time to take stock, which means light buying. In the country, where trade has been holding up, quietness must be looked for during the present month; there will be some demand for seasonable goods, but this is not likely to be very important. In a normal year January is helped out by orders from Western Canada, but these this year are lacking to a large extent through poor demand in that country and through a very conservative policy on the part of eastern houses with regard to credits.

THE STOVE TRADE.

This opinion that January is to be quiet is general and has been borne out by the dullness of the first week, which, however, was accentuated by the fact that in Quebec there was Epiphany which always has the effect of continuing the festive season for a third week with the French people and few houses send out their travelers until the second week. One large stove and furnace house in stating that January would be quiet expressed the hope that these conditions would not extend into February when there was usually some improvement. However, a fear was expressed that this might be the case as there had been a falling off towards the end of December.

which had been very marked. Up to that time the showing had been very good and it was stated that had it not been for the business done in Eastern Canada the big foundry would probably have been closed long ere this.

Paint men are not looking for activity until after the first of the month. Here the conditions are similar to those which affect the general hardware trade and are accentuated from the fact that there is not likely to be much painting done from now on until after war weather returns.

For the spring business the outlook is altogether hopeful for country orders. Already there has been considerable booking and indications are that farmers will spend freely for staple lines. One Montreal house reports that at the present time the bookings on wire fence which have been received are the best in the history of the firm; other lines look almost equally good even at this early date.

In the heavy metals January should show an improvement over the last two weeks of December when the holidays cut off the demand almost entirely. At that no great activity can be anticipated while building and construction programs are so near a standstill. Looking ahead there is nothing to indicate what may be expected with regard to metal prices. The market is so unsettled that developments are as hard to foresee as the changes in the wheat pit. What may affect the London market one day will weaken New York and vice versa and news of a bullish character may fall on a declining market for the reason that speculators have seen the situation developing long before and have discounted it. At all times the metal markets are difficult to gauge, but the effect of the war upon transportation and consumption has been such that conditions since in some lines have been little better than chaos.

PRICE ADJUSTMENTS.

January is likely to see some price changes when manufacturers and wholesalers have a chance to look around and adjust things. From the news of the opening week in Montreal higher quotations for linseed oil, white lead and glass are to be looked for while there is a possibility of a readjustment of cutlery prices. Fishing tackle will be dearer, according to one house which has changed their prices and find that the advances are about ten per cent. above the declines.

Altogether the outlook, while indicating a quiet January is satisfactory, and there is no pessimism. Prospects are for a continuance of good demands in the country when the winter breaks up and for a fair trade in the cities, although the effects of the depression are certain to be strongly evident here. Collections are reported as being fairly good in the country, rather difficult in the cities and backward in Western Canada.

Producing More.

THE latest livestock statistics show that in the Canadian West the natural change to mixed farming is rapidly taking place, and there are evidences that give abundant assurance of safe, permanent and rapid expansion. In the appeal to produce more, the prairie provinces are making a splendid response. Westerners realize more than ever the weakness in complete dependence on one line of production. During the past twelve years the Western provinces have more than doubled their

stock of cattle, and the output of hogs has increased nearly tenfold. The tendency in favor of mixed farming is growing. Westerners are also doing valiant work in preparing a larger acreage for the future.

New Kind of Confidence.

CONFIDENCE, caution and production are the Canadian business man's essential equipment to face the year 1915. The future is truly uncertain, but whatever comes, no Canadian can afford to forget these three watchwords.

If Canadians lose confidence in their own ability to pilot their well-equipped ship, it cannot be expected that outsiders will continue to exhibit faith in "the land of opportunity." Occasions will arise during the year, says The Financial Post, when confidence in ourselves and our country will win the confidence of British and foreign interests.

But we want a new kind of confidence—not the hilarious and over-optimistic variety which has been in vogue during late years, and which has created weaknesses in our financial position, that now make it additionally hard for us to carry our share of the Empire's burden in days of strife. Rather as a nation we need a cautious confidence—one that will keep us working steadily forward, content even with keeping our heads above water, but never admitting defeat or retreat. The readjustment which started in 1914 will continue in 1915, and the various businesses in the Dominion will go through a sifting process. On account of inherent weaknesses some may fall by the wayside, but this should cause no alarm. It will mean in many cases the triumph of tenacious business ability over the gambling and exploiting element that has played too large a part in Canadian affairs, and which thrives best in prosperous periods and suffers inevitable elimination in periods of reaction or readjustment.

Winter Sporting Goods.

HARDWARE men generally are blessing the snow these days because of the business it is bringing them in connection with skates and sleighs and so forth. One dealer told Hardware and Metal that, particularly at Christmas time, he could not get hold of sleighs fast enough, there was such a big demand. The same applies to skates. On account of the unusual amount of snow which fell before Christmas, dealers have the advantage this year of a somewhat earlier beginning of this trade than usual, and hard times or no hard times, people are anxious to enjoy the winter sport.

A number of people bought skates, snow shoes, etc., for Christmas presents this year rather than spend their money on jewelry and other kinds of more or less ornamental gifts. There is some demand for skis, too, though Toronto and Ontario cities do not go in for this sport as much as Montreal.

There is, too, considerable trade being done in sharpening skates. Dealers seem to think that a good many people who had skates last year and before are making those do, whereas, if times were normally good, they would be buying new skates.

The retail hardwareman is having his troubles just now like retailers in many other lines, but a note of optimism is sounded by many. Optimism doesn't cost anything, but is a very potent force.

The Value of the Wholesaler of Hardware as a Distributor, and Reasons Why He Is Essential*

By J. Bennett Rollins—Carlin & Fulton Co., Baltimore.

MILLS and factories are operated to convert the raw mineral, animal and vegetable material into finished products for the use and consumption of the great human family.

Scattered throughout the country are hundreds of manufactories engaged in the output of hardware, cutlery and kindred articles. There is a market for the goods, a demand for the things they produce, and the owners and operators of these factories have their capital, time and labor in the enterprises as an investment for profit.

When the goods are made up and ready for the market, the very important question arises as to by what means and through what channel their products can be most effectually and economically transmitted to the consumer or user. Distribution direct to the consumer is impossible from every point of view. But a moment's thought is sufficient to convince anyone of the folly of such an endeavor. Viewed from the manufacturer's side, it would require such a multitude of salesmen, so great a distributing and office force, and the output of such a vast quantity of illustrated catalogs, price sheets, etc., with the attendant cost to reach the millions of "small fry" buyers and consumers, that every manufacturer in the land would be financially swamped as well as the goods made prohibitively high in price. As it would be impossible for the manufacturers to send salesmen to the legions of consumers, the latter would have trouble galore in obtaining desired articles in the hardware and other lines. So great, in fact, would their troubles be, that the consumer would probably harken back to primeval times in securing his needs. In his forced retrogression, when wanting firearms and ammunition, in lieu thereof he would use

pebbles from the brook in a sling or a bow with arrow points of stone, as did his forefathers of old.

The reasons that prevent the manufacturer from supplying the user direct obtain and are operative also in the case of the retail merchant. The retailer has smooth sailing with his customers, the consumers, but there is a chasm between him and the manufacturer, over which the only bridge is the wholesaler. Let's see how absurd and impossible it is for the retailer to distribute direct from the factories.

Ninety per cent. of the retail stores of the United States are what is known as general merchandise concerns. They carry an assorted stock of goods comprising hardware, groceries, dry goods, shoes, paints, etc.—in fact, a little of everything. In hardware they have a small quantity of at least a hundred different articles made probably by fifty separate factories and bought from the wholesaler in often less than original packages. They can, and often do, get this entire line from a single wholesaler, as many articles and as much of each as they want in one shipment and with but one freight.

Remove the wholesaler, and they would be truly "in a fix." They would not want enough to make a shipment from any single one of the 50 factories their line represented. Imagine a retailer buying as his needs (even if the factories would sell in such quantities, which they would not) a half dozen axes from one and a few scythe stones from yet another, and the factories located up in New England and the retailer down in the glades of Florida. Consider the time elapsing before the goods reached the consignee, the many excessive freights resulting from numerous shipments and long distances shipped, etc. The proprietors of the thousands of general merchandise stores wouldn't need nor would they have, the capital to carry in stock the quantities of goods required by the factories to make shipments.

The writer has had 30 years of active, practical experience in the wholesale hardware business, and for the last 15 years of this time has been constantly

on the road as a travelling salesman and has sold upwards of a thousand separate and distinct retail merchants, ranging from the semi-wholesale dealer with his large stock down to the small corner grocer whose sole hardware stock consisted of penny carpet tacks.

In the territory covered by the writer there are five entire counties with over 500 general merchandise, grocery and drug stores, **WITH NOT A SINGLE HARDWARE STORE WITHIN THE CONFINES.** In several other counties travelled there are only one or two to a county. It is inconceivable that these stores and the consumers of hardware over this considerable territory could be supplied with their wants in any other way than through and by local wholesalers—those located in the near-by State metropolis. They purchase in a small way, very frequently buy, and want the goods in a hurry. There is no possible way for them to deal direct. They **COULD NOT** buy in factory quantities. The factories **WOULD NOT** ship in their quantities. These same conditions prevail and are duplicated over a vast area of the country, and give indisputable evidence of the futility of any attempt to eliminate the wholesaler.

In the writer's territory a few years ago a capitalist, a timber dealer, a former merchant and a young college graduate formed a co-partnership under the firm name of Jonson, Lowe & Co. They built a large, up-to-date department store in a thriving little town, wherein already existed a like establishment that did an immense business—the largest in the country, and which drew trade from a distance of 25 miles round about. The new firm wanted the trade enjoyed by the old concern, and while their building was under construction they counseled together with a means to accomplish this. They concluded that all this would result from buying their various lines of stock direct from the manufacturers. They would save the middleman's profit and by securing their goods at lower prices than their competitor could undersell him and capture the trade. Theoretically, the scheme worked beautifully, but when tried practically, it proved a dark, dark and dismal failure.

*The National Hardware Association of the United States recently conducted a contest for the best articles written by travelling salesmen, on the subject of "The Value of the Wholesaler of Hardware as a Distributor, and Reasons Why He is Essential." The contest was participated in very generally by salesmen throughout the country. Five prizes were offered. The subject is one in which Canadian Hardwaremen are greatly interested, and we decided to publish the five prize-winning articles for the benefit of our readers. This is the fifth and last article. An article has appeared in each issue for the past four weeks.—Editor.

They procured and perused manufacturers' catalogs, wrote a horde of letters to various factories, spent a goodly sum for postage stamps, etc., etc.

Some manufacturers refused to sell them, many refused to ship the small quantities wanted of each article, and when J. L. & Co. "came to" and realized that about a hundred separate factory shipments would be required to complete their stock of hardware articles alone, and the same thing in many other lines, they abandoned the scheme which they found in the light of a practical test, to be only a delusion and a snare.

This was five years ago. J. L. & Co.'s great department store is a successfully conducted enterprise, but the only articles they have ever bought direct from the manufacturers are wire and nails. From the manufacturer to the consumer there is a chain of four links, viz: manufacturer, wholesaler, retailer and consumer; each link is necessary and dependent one upon another equally for maintenance. The removal of the second link (the wholesaler or middleman) would bring about chaos, spell disaster and destroy the usefulness of the entire chain.

In plowing, the farmer uses a pair of trace-chains. Suppose that his effort at economy is inspired to buy and attempt to use but a single chain. What could he accomplish? How much of the soil of good old mother earth could he turn up with this incomplete equipment?

Again, when plowing, chains 7 feet long are required to reach from the harness to the single-tree. If a link or two are removed, is not the entire usefulness of the chain destroyed? Verily so. So, in the general trade distribution of hardware and other articles, the wholesaler is the link that is not only an economic and saving medium to the manufacturer, to the retailer and to the consumer, but is a positively and absolutely necessary one. There must be no shortening of the chain, no links removed. But there should be no fear, for the link represented by the wholesaler will ever and forever be in the chain.

As long as goods are manufactured the wholesaler will be the distributing medium for them, as surely as the world stands and the sun shines.

ADVERTISER HAS SEVERAL FIRST-class English and American agencies for the whole Dominion, which he desires to dispose of for small sum ready cash, balance spread out over 5 years. Would hand over these agencies, with office, typewriter, equipment, stationery, samples, stock, to any traveller with first-class references who would promise diligently work agencies. First-class references absolutely necessary or offer not entertained. Good income assured, travelling coast to coast. Box 154, Hardware & Metal, Toronto (4)

Annual Convention of Alabastine Co.

Salesmen Optimistic Regarding 1915 Outlook—History of the Firm—President of the Firm Was a Painter and Decorator.

THE annual convention of the salesmen of the Alabastine Co., Paris, Ont., was held at the head office of the company on December 29-31. The salesmen are very optimistic on account of the nature of the product they sell, regarding the outlook for 1915 business. M. B. Church, president of the company, and R. E. Haire, general manager and secretary-treasurer of the company were both present at the convention and outlined the advertising and dealer co-operation plans which the company is introducing this year. Efforts along this line will be on a larger and more elaborate scale than in past years.

A most interesting history is linked up with Alabastine and with its inventor and patentee, M. B. Church, who is president of the Alabastine Company. Mr. Church, himself in his earlier days a painter and decorator, and withal an inventive genius, discovered Alabastine very much through mere accident. He has invented other things but perhaps Alabastine is the most successful article that he has ever invented.

It is said that Mr. Church was the original patentee of an article in this line with the United States Patent Office, patented in 1875, and that it was the first prepared wall coating made from plaster of Paris, which was covered by patent. In the early days it was necessary to have boiling water available with which to mix Alabastine. In 1890 a way was discovered to prepare Alabastine so that it would mix well, and work perfectly with cold water. This discovery was made by Mr. Church along with R. E. Haire, his brother-in-law, who were in London, England at the time, working at the manufacturing plant in the Old Country, and it is said that several patents were issued governing the cold water improvement, Mr. Church and Mr. Haire being the pioneers in this line also. It is interesting to know just in this connection that Mr. Haire is the general-manager and secretary-treasurer of the Alabastine Company at Paris, Ontario.

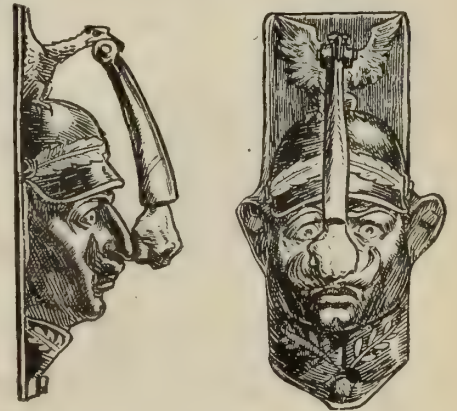
The firm has been doing business at Paris, Ont., for twenty-nine years, and during that time it is said that the company have adhered to the policy of using Canadian and English materials, Canadian labor, operated under Canadian capital. During recent years the company have made numerous changes in their product which they state are in the nature of important improvements that

renders the wall-coating so that it spreads freely, and covers better than formerly. It is said that brush marks sink out and it flats off to a perfectly flat even surface. These points were all taken up in detail at the convention.

Towards the conclusion of the convention an address was delivered by C. C. Nixon, of Toronto, on the science of selling. Mr. Nixon went into detail giving facts and demonstrations as to how the travelers may help the dealers in the trade to better business.

A NEW KNOCKER.

Mr. Jonathan Bines, of 105 Bوندaries Road, Balham, S.W., sends us the design of a doorknocker shown below. Any brassfounder, he says, may adopt it, provided that (1) the knocker be

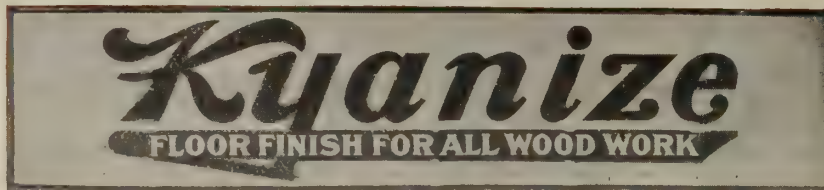


called the "Mailed Fist"; (2) half of the profits of its sale be given to the Prince of Wales' Fund; (3) the manufacturer takes all risks of Majestats-Beleidigung.—The Ironmonger.

Auto Fee May Be Advanced.

Toronto, Ont., Dec. 31.—As yet no automobile licenses or marks have been issued by the Provincial Secretary's office for the year 1915 and the delay is credited to the indecision of the department as to a possible advance in the rates for the coming year. It is more than likely that the rates for the license will be advanced, but on what basis has not been decided as yet, and there is a possibility that the rate may be levied on either the horsepower or the weight of the car, with a minimum rate for small cars. Until a decision is arrived at, the old numbers will remain in use.

KYANIZE INTERCHANGEABLE WINDOW DISPLAY



This cut shows our attractive New Window Trim. The different units are so made that they can be attached together in a variety of different ways. The oval units are made from tough cardboard so they can be fastened together and taken apart without breaking.

After using these cards in the window display they can be easily taken apart and used as separate show cards at different points around the store.

The window display is without doubt the most effective advertising a dealer can use, and we certainly hope every



agent will take advantage of this window trim and use it in several different ways. A dealer's window should pay his rent.

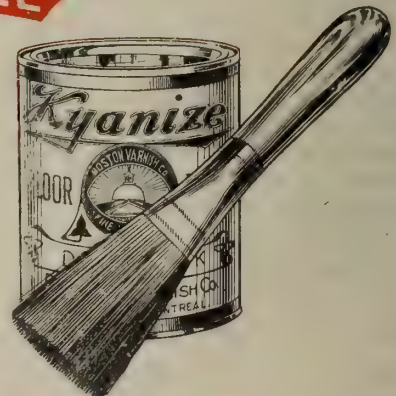
If this display is used at the time our magazine and mail advertising is appearing, it will be the connecting link that makes the sale.

This is Move Number Three of our new Ten-Move Selling Plan.

Kyanize

KY-AN-IZE

We also furnish attractive Store Advertising, Useful Display Cabinets, Life-Size Cut-Outs, Convincing Newspaper Electros, Handsome Lantern Slides, Interesting Mailing Slips, Free Samples to Painters and Architects, Direct Mail Advertising to Consumers. Free Can Coupon Circulars.



WRITE FOR FULL INFORMATION ABOUT THE CAN AND THE BRUSH.

Boston Varnish Co., EVERETT STATION, **Boston, U.S.A.**

Canadian
Distributors }

J. H. ASHDOWN HARDWARE CO., Calgary, Winnipeg, Saskatoon.
STURGEONS, LIMITED, Church St., Toronto

What THE KYANIZE AGENCY Means



Steel Cabinet Showing Kyanize Colors on Wood.

IT MEANS TOO

that our advertising will send many new customers to your store for Kyanize who will buy other goods as well. People will come to your store because you sell Kyanize.

IT MEANS THAT YOU WILL HAVE THE HIGHEST GRADE VARNISH

and can sell it under our money back for the empty can guarantee, if it don't do all we claim.

IT MEANS that you will get the Varnish business in your town if you get the Kyanize agency.



Life-Size Cut-Out for Window Display.

IT MEANS

that when you once get the business built up you don't have to share the profits with your competitors. You get all the Kyanize business in your locality.



This Attractive 5-foot Shelf Cabinet Shows Clear Varnish on Wood.

Boston Varnish Co., EVERETT STATION, **Boston, U. S. A.**

Canadian
Distributors }

J. H. ASHDOWN HARDWARE CO., Calgary, Winnipeg, Saskatoon.
STURGEONS, LIMITED, Church St., Toronto.

KEEPING UP WITH RISING COSTS.

(Continued from page 35.)

I have in mind a man who formerly owned a shoe store. For one thing, he always charged his freight and drayage as an expense. I believe that it is wisest to add the freight and drayage charge to the cost of the goods. This enables you to charge it more accurately, because you can add it to the cost of the goods in the exact proportion that the goods have benefited from it.

Some goods eat up a lot of freight and teaming, others but small charges for this kind of service. If you charge these items directly to the cost of the goods, the lines that brought about heavy freight charges will be made to stand their fair share. On the other hand, if you count freight and drayage as expenses—percentages of the sales—all lines carry the burden in the same proportion, which is unfair.

My friend, the former retailer of shoes, also made the mistake of figuring his costs on the cost of his stocks and then handling them as if they were percentages of his sales. This, of course, undermined his chances of making sound gains, because a percentage of one amount is larger than the same percentage of a smaller amount.

I do not believe that many of us are making that mistake nowadays, but that man who once retailed shoes did. He should have added fifty per cent. to his cost prices to get the thirty-three and one-third per cent. profit which he desired to make on his selling prices. So I consider that he lost money, but he feels that he made money, because he retired from business after three years with two thousand dollars more than he had at first. As a matter of fact, he made that two thousand dollars because the value of the land on which his store stood advanced by leaps and bounds during the three years he kept his shingle over a door. Still, no one can deny, I believe, that he was wise in selling out.

Although I do not consider that very many of us are figuring our cost percentages on the total of our invoices and then treating them as percentages of the total of the sales paid in over the counters by customers, I do hold that some of us have been scared, by all the discussion that is making the rounds, into believing that it is a mercantile crime to figure cost percentages on the cost of goods to us. I believe that it is absolutely safe to figure cost percentages on the total of our payments to wholesalers as long as we understand clearly that we are doing so.

For example, I figure my cost of doing business—with the exception of interest on the investment, depreciation, and losses from bad debts—as a percentage of the cost to me of my goods. Last

year this percentage was twenty per cent. Then I count interest on the investment, depreciation, and losses from bad debts as fifteen per cent. of my sales. I consider that this plan is quite sound—as long as I know exactly what I am doing—and find that it answers my needs very satisfactorily.

What to do When a Customer Thinks he Can Buy Cheaper Elsewhere.

I let my costs determine my prices, after a fair net profit is added. I never allow the statement "I can buy it cheaper from another store" influence me. The man in the other store may be figuring his profits according to the ideas of my friend with the shoe store. I would rather go out of business and put my money in good securities than to meet competition of that sort. Of course, I mark down stickers and the like, but that is a matter of merchandising, not of figuring costs of doing business.

To keep track of my costs I only use four books, besides those which are a part of every primary accounting system. I have a book that amounts to a condensed ledger of customers' accounts. To this we can always refer for details of our transactions with each customer. From this book we make up a large book that we keep on the counter. In this book we list all of the charge customers. Once a month I run through this book and jot down the information which the clerks need in passing credit purchases.

The third book contains a complete record of our stocks grouped under three divisions: paints, oils, greases and compounds; wholesale and general merchandise; and implements. From this book it is possible to direct our buying accurately and to judge how deeply we can go with safety when good buys are offered.

The fourth book I use to record information about our implement stocks in such form that it will be handy for ready reference. Under each item is listed odd facts that may be of assistance under varying conditions—such as cash selling prices, costs f.o.b. at the factories, costs f.o.b. at the wholesale houses, costs delivered to the store and weights.

There only remains for discussion the plans that I have found helpful in mastering rising costs by holding down the losses from bad debts. No matter how thoroughly we look into a man's affairs and how closely we study his face or appearance, credit losses occur. The entire problem is to avoid allowing these losses to grow too large.

One of the plans that I have used with this object in view is to have the clerks bring to the store meetings samples of the kind of collection letters they would write if it was up to them to

get the money in from charge accounts. In several instances I have been able to use successfully letters of this sort without making changes of importance. In other cases I have used only a paragraph or a line. But almost without exception these letters contain suggestions that are exceedingly helpful.

Another plan I have used is to give away each year almost one hundred dollars' worth of stock in a contest of some sort open to everybody. Then I offer attractive rewards in contest votes for collecting accounts due me. This makes a collector of everybody interested in the contest and offers an excellent opportunity to get in money without making customers with charge accounts feel that they are being nagged.

I sent this letter to those with charge accounts, so that they will get the spirit of the plan:

"We are trying to encourage the contestants in their race for the cycle car. Our way of doing this is to put them in the field as our collectors. We will give them one thousand votes for every dollar they collect by the twentieth of the month. They will call upon you for assistance—so please help them out."

Here is another letter that I find helps me to meet rising costs by reducing my losses from bad debts:

"The position I am in is not the most pleasant in the world. To avoid offending one customer out of the many who trade with me, to buy goods that will satisfy all the requirements which come up, to give credit to those who ask for it, to keep my accounts with the wholesale houses paid—it is rather a question of worry than of pleasure.

"My credit is at stake, and who does not want to keep his credit record clean? To be frank, I need money. I have asked you once before to please pay your bill. Now I am asking you again kindly to help out.

"Your account to date amounts to \$64.50. If you are absolutely unable to meet it all at this time, could you not manager to pay immediately at least \$35.00?

"I hope to hear from you by return mail—or by personal call."

This takes care of the last item on the "time table" I worked out for this article. I have told as clearly as I can how I keep up with rising costs by concentrating my advertising appeal; studying my stocks carefully; holding frequent store meetings; planning sales demonstrations; handling correspondence promptly; figuring costs according to a definite plan; and reducing losses from bad debts. It is the plain, unvarnished "how" of what I have learned at the price of years of hard work. If it proves worth the reading to others who are also battling with rising costs, I shall be glad.

Money for Use of Commerce

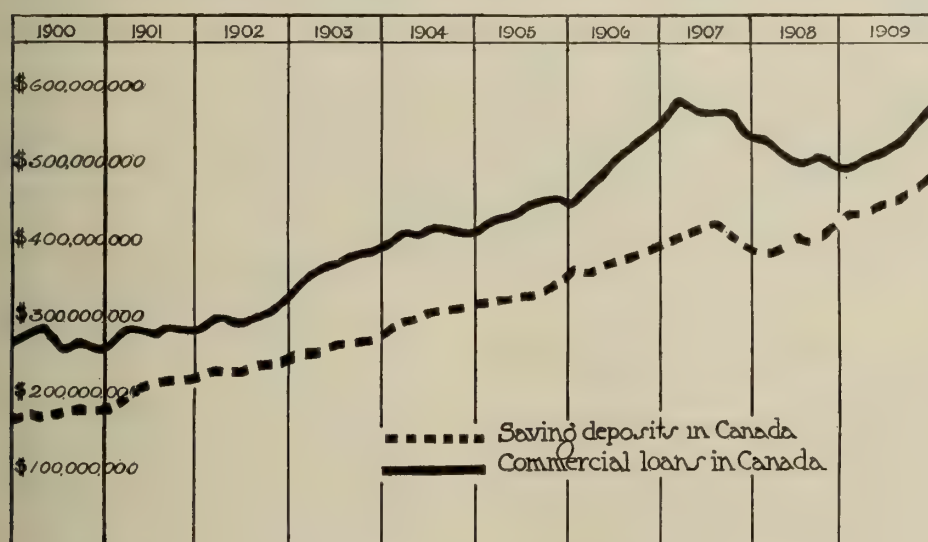
The Process of Expansion and Contraction—a Good Index of Conditions—Record for Fifteen Years Back—Continuance of Present Policy Will Result in Easy Money at Close of the War.

Reprinted from The Financial Post.

EXPERIENCE over a long period of years tells us that expansion in business advances money rates and the yield on securities. Banks are anxious to get all the benefit possible from advanced rates and the depositors also wish to gain some advantage. As a result the chief resources of the banks, namely, savings deposits tend to expand unduly. There comes an end to such a process of course and it sometimes happens that that end is a panic. The result is a great reduction in

have plenty of money for commercial purposes of a legitimate character even though the loan market in Europe remains fairly stiff for some time. The war has done one good thing at least. It has accelerated the process of liquidation and at least so far it has not forced the depositor to withdraw savings for purposes of consumption. At any rate the withdrawals for the latter purpose are more than offset by the increased saving on the part of those profiting by production and who are consuming less than

mereial loans is in our opinion the best index of business conditions that is available. A diagram brought up to date in this issue shows the variations in savings



Whenever the two lines, representing respectively, loans and deposits by the public in Canadian banks, converge it means contraction of business and easy money. When they diverge or widen the tendency is to more active business and when the danger point is passed, say 88, it is time to look for trouble such as Canada has been passing through in 1913 and 1914.

At the close of November the chartered banks of Canada had out as loans to the public 79 per cent. of their deposits. That is to say for every dollar left with them for safe keeping, 79 cents was loaned to the public. Never before has the ratio been so low. The average is about 88. When the ratio of loans to deposits gets below 85 the tendency is towards easy money.

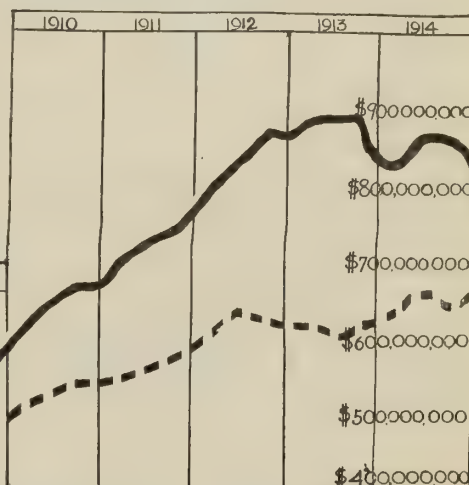
loans and ultimately an increase in savings deposits. When this process of reconstruction is complete money is plentiful and the assets throughout the country have been reduced to as liquid form as is possible. Only then can bankers or business men look forward to normal business conditions.

It may be said without hesitation that at the present time the banks have reduced their assets generally to a liquid form and on the other hand depositors are returning to the banks with their money. Should the war end this spring it is very probable that the banks will be found to

they produce or are spending less than they are receiving—in other words, living well within their means.

There is every indication that money for non-speculative commercial purposes in Canada will be available in large quantities during 1915. A year ago the Financial Post pointed out that there could be no very definite improvement in business conditions in Canada until the beginning of 1915 for the reason that the banks had not at that time reduced their assets to a sufficiently liquid form to justify loan expansion.

The ratio of savings deposits to com-



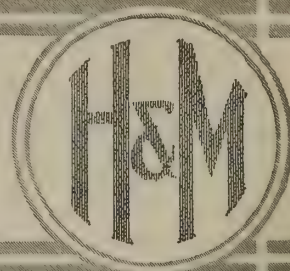
deposits and commercial loans since the beginning of the century. In periods of over-extension the two lines draw gradually apart until finally the process is overdone and the lines draw together under the process of liquidation and easing money rates. The Post believed a year ago that by the beginning of 1915 the reconstruction would be complete and money rates would be easy enough to justify a resumption of business on more active lines.

The war has, of course, made a very serious difference in the general business outlook. Another factor was the disappointing crop in the Western provinces. If the latter had been normal, coupled with the higher prices that prevailed as a result of the European struggle, Canadian business would have remained on a normal basis and liquidation would not have been so severe. In the spring the outlook from a crop standpoint was very cheering but later drought destroyed hopes of an approximately normal yield. So bright were the farmers' prospects after seeding was done as to raise hopes of more general business activity and some expansion of loans actually took place. As soon as it was realized that the crop at best would be a light one, and the action of the money markets began to show signs of disturbance in European diplomatic circles contraction followed. Loans were decreased and deposits remained stationary for a time un-

(Continued on page 45.)



Current News



Obituary.

Quebec, Que.—The death occurred recently of A. Pieher of Robitaille & Pieher.

Move to Windsor.

London, Ont.—It is said that the Ideal Concrete Machinery Co. will move to Windsor.

Erecting New Store.

Pense, Sask.—H. McGillvary has commenced to build a new hardware and furniture store at Stoney Beach.

Hardware Burglars.

Nordwich, Ont.—The hardware store of J. W. Ratz was burglarized and a number of rifles and quantity of ammunition taken.

Will Hold Convention.

The Canada Metal Co., Toronto, will hold a convention on January 11 and 12. About 20 salesmen from all over Canada will attend.

A Good Start.

Iver Johnson's Arms and Cycle Works advise us that they celebrated the New Year by shipping out on Jan. 1 four carloads of bicycles, and hope that this may be an indication of general business conditions for 1915.

Winnipeg Notes.

L. D. Osborne, of Messrs. Hume & Osborne, hardware merchants, Oak River, Man., was in Winnipeg over the holiday, and while here called upon a number in the trade.

Among the holiday visitors in Winnipeg was Mr. J. R. Folds, manager of the Prince Albert Lumber Co.'s stores.

Bought Kingston Business

George Botsford, well known in Montreal as a manufacturers' agent with headquarters on St. Paul street, has decided to forsake the vocation of an in-between man and enter the retail business. He has recently bought out the business of John Corbett at Kingston, Ont.

Weekly Half Holiday.

Vernon, B.C., Dec. 30.—Commencing with the New Year the Thursday half holiday agreed upon by the Retail Merchants Association of the Okanagan goes into effect, and in all the principal towns of the valley the stores will close on Thursday afternoons during the year,

except in such weeks as contain a statutory holiday.

Montreal Notes.

Among travellers in Montreal this week are: A. W. Peek, Jr., of the Stanley Rule and Level Co., New Britain, Conn.; Mr. Jones, with H. L. Judd, New York; Mr. Notman, of the McKinnon Dash Co., St. Catharines, and Mr. Catland of the Corbin Cabinet Lock Co., New Britain, Conn.

Takes Over Business.

Hamilton, Ont.—Alf. J. Wright, of Wright's Hardware, Hamilton, Ont., who purchased the stock and fixtures of the Lord Hardware Co., 325 King St. E., Hamilton, from the assignees, has turned the business over as a going concern to Robt. J. Anderson, formerly of the Alexander Hardware Co., who will conduct a regular business at the above stand.

Business Changes.

Pilot Butte, Sask.—Geo. Ennis & Son, grocers, have been succeeded by H. A. Davidson.

Walkerton, Ont.—C. Patrick has disposed of his brush and broom manufacturing business, the Walkerton Broom and Brush Works, to Mullin Bros.

Kennedy, Sask.—J. Armstrong, hardware merchant, has sold out to T. Cunningham.

Fire Losses.

Mellerton, N.B.—The plant of the New Brunswick Pulp & Paper Co., was destroyed by fire.

Winnipeg, Man.—Winnipeg Hardware & Jobbing Co. recently suffered a fire loss.

St. John, N.B.—J. L. McAvity, Mfg. stoves recently suffered a fire loss.

Toronto, Ont.—Auto Strap Razor Co. recently suffered a fire loss.

Quebec, Que.—The stove store of the National Stove Co. was gutted by fire.

West Not So Bad.

After a trip in the East, O. C. Jones, of the Miller-Morse wholesale hardware company's travelling staff, has returned to Winnipeg convinced that conditions throughout the West compare very favorably with those existing in other parts of Canada. Mr. Jones visited his home in Toronto, then went on to Montreal to see how business is there. What he

saw evidently convinced him that the West isn't such a bad place to be selling in. "The East is no better, perhaps not quite as good as the West," he says.

Personal.

H. Clucas, manager of the Toronto branch of the Canada Paint Co., has returned from St. Louis, Miss., where he spent the New Year holiday.

Halifax, N.S.—J. S. Shatford, manager of one of the departments of the Imperial Oil Co., has been promoted to the Toronto branch.

J. H. Lyons, for thirty years with M. L. Samuel Benjamin & Co., as travelling salesman, will after January 1 next, sever his connection with them. For the present, he intends to look after his own interests.

Hardwaremen in Elections.

Welland, Ont.—J. H. Crow, hardware merchant, was elected mayor.

Chatham, Ont.—E. J. Wanless of J. C. Wanless & Sons, hardware merchants, was elected mayor.

Niagara-on-the-Lake.—W. H. C. Harrison, hardware merchant, was elected mayor.

Port Hope, Ont.—H. T. Bush of the Standard Ideal Mfg. Co. was elected mayor.

Stratford, Ont.—A. W. Fisher of Myers Hardware Co., was elected as school trustee.

London, Ont.—F. G. Mitchell of the London Engine Supplies Co., was elected as water commissioner.

Owen Sound, Ont.—J. H. Christie was elected as alderman.

Stratford, Ont.—Wm. Jeffrey of the McClary Mfg. Co. travelling staff, was elected as school trustee.

Haileybury, Ont.—G. H. Rochester was elected as alderman.

Bracebridge, Ont.—G. W. Ecclestone was elected as councillor.

Milton, Ont.—R. M. Clements was elected as councillor.

New Liskeard, Ont.—W. Maglavery was elected councillor.

Neustadt, Ont.—Jos. Weber was elected reeve.

Weston, Ont.—Jacob Bull was elected as councillor.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

Watford, January 2.

Editor, Hardware and Metal,
Toronto.

We noticed a letter from a Chatham dealer in the December 26 issue of Hardware and Metal and wish to endorse his ideas. The American manufacturer considers the dealer in profits and moving facilities probably better than any in the world and is worthy of imitation. The "Made in Canada" stamp used by some manufacturers looks like a "Pity the Blind" card on an able-bodied fakir. As an example of inconsistency, we know a manufacturer who is using Michigan raw material with an oversupply in Canada and still shouting, "Use Canadian-made goods."

Also in a catalogue recently issued by a mail-order concern there is an item at 43 cents to the consumer which is sold to dealers at 52½ cents or to jobbers at 45 cents. The same article by the same maker who uses "Made in Canada" stamps freely. It is this sort of unfair play which is creating disloyalty to our own manufacturers.

DEALER.

HARDWARE LETTER BOX



Geo. W. Rowney's Address.

E. Boucher, Saint Hyacinthe, P.Q.—Can you give me the address of Mr. Geo. W. Rowney; he deals in artists' brushes?

Percy Street, London, England.—Ed.

* * *

Grocers' Aprons, Caps and Wagon
Umbrellas.

C. L. Durth, 54 Queen Street, Ottawa, Ont.—Will you please give me the name of manufacturers of grocers' aprons, caps and umbrellas for advertising purposes?

Spagee Umbrella Co., of Norwalk, Ohio, can supply you with umbrellas for advertising purposes. Cooper Cap Co., Toronto; John W. Peck & Co., Limited, Montreal, Que.; the Redmond Co., Limited, Montreal, Que., are cap manufacturers; Defiance Mfg. Co., Ltd., Toronto; Miller Mfg. Co., Ltd., Toronto, can supply both caps and aprons.—Ed.

Sunlight Stove No. 9.

D. Kennedy, Stratford, Ont.—Kindly give me the name of the firm making the Sunlight Stove No. 9 on which Griffith, Guelph, is marked.

The Sunlight stove was made by Burrow, Stewart & Milne Co., Hamilton, who can supply all repairs.—Ed.

* * *

Nickel for Carriage Fronts.

T. Avar, 41 Commercial Street, Levis, Que.—Kindly give me the names of manufacturers of nickel to go on the front of buggies and carriages.

McKinnon Dash Co., St. Catharines, Ont.; Kaindinger & Bruce, Niagara Falls, N.Y.—Ed.

* * *

Dealers in Building Lumber.

Thos. Steinberg, Marksville, Ont.—Will you kindly tell me the names of some firms dealing in lumber for the building trade?

Batts, Limited, Toronto; Canada Lumber Co., Ltd., Toronto; R. Laidlaw Lumber Co., Toronto; Michle Dymont & Son, Toronto; Parry Sound Lumber Co., Ltd., Toronto; Webb Lumber Co., Ltd., Toronto; John Hilloch & Co., Ltd., Toronto; Benson & Bray, Ltd., Midlands, Ont.—Ed.

* * *

Oxy-Acetylene Welding Systems.

C. W. Henderson, Brantford, Ont.—I would be pleased if you could give us the names of makers of oxy-acetylene outfits.

Siche Gas Welding Co., Ltd., 176 Richmond Street West, Toronto; W. D.

IN NEXT WEEK'S ISSUE.

The manufacture of shells, for the British War Office, in our Canadian shops and steel plants has aroused a great deal of interested curiosity, among hardware merchants, as to the general methods and processes involved in making these instruments of destruction. In our next issue we will give a detailed description of the process of manufacture together with illustrations showing typical forms of shrapnel. We feel sure our readers will be interested in the special article. We will also publish an article on fire insurance for the retailer. It should prove timely and interesting at this season of the year, when retailers are completing stock-taking and arranging insurance matters. Other special articles will appear in addition to the many regular weekly departments.—Ed.

Beath & Son, 20 Cooper Avenue, Toronto; L'Air Liquide Society, Boler Street, Toronto.—Ed.



M. F. Irwin Honored.

London, Ont., Jan. 1.—M. F. Irwin, for 25 years with the McClary Manufacturing Co., was the guest of honor at a big banquet of the firm last evening. Col. Gartshore presided, and during the evening Mr. Irwin was presented with a beautifully illuminated address and a very handsome locket, suitably engraved. The presentation was made by J. B. Walton, and the address was read by T. E. Taylor. Many pleasing eulogies of Mr. Irwin were made during the evening by various speakers.

Mr. Irwin was completely taken by surprise, but thanked all for their kindness to him and the pleasant relations which have always existed. He leaves at once for Toronto to become manager of the Toronto branch of the company.

Mr Irwin was still further surprised, as when he reached home he found a handsome house coat, the gift of the heads of various departments at McClary's



BUSINESS OUTLOOK FOR NEW YEAR.

(Continued from page 43.)

til the close of the year they showed a tendency to increase.

So long as war prevails it will be very difficult for business men to foresee what the course of business during the year will be. In our opinion, given normal crop conditions, business will remain dull but not to the same extent as during the later months of the year just closing. Our deposits will increase and in consequence the banks will be able to expand their loans. With uncertainty in the air they will not do this at the expense of their liquid position. They will not be content, nor is it desirable that they should be, unless they have approximately 25 cents in their till or vault for every dollar they owe to the public. We are in the position, and it is a relatively favorable one, of having resources of our own for taking care of our business from day to day. Without external aid we cannot go on building railways and all their incidental equipment in the form of depots and terminals, nor canals, new buildings on the same scale as during the last decade, and other forms of capital outlay. Many of our industries are dependent on this class of work. They have ahead of them a very lean period unless their plant, or their fixed capital, can be adapted to other purposes. Much of it can, but in the meantime they will be "slack."



New Hardware Goods

Offered Canadian Hardwaremen



NEW STEVENS ARMS.

The J. Stevens Arms and Tool Company, of Chicopee Falls, Massachusetts, U.S.A., are offering to the Canadian trade their new No. 315 "Competitive" grade double-barrel hammerless shotgun, which has recently been placed on the market.

It is manufactured under their "River-

ing in accurate shooting. It is suitable for use in any position—standing, kneeling or prone. It is of a semi-military type, with long fore-end extending almost the full length of the barrel, and having large hand hold similar to the regular military rifles, equipped with excellent sights and with loops for sling strap or prone-shooting strap.



No. 315 Competitive Gun.

side Arms Company" brand, and can be obtained through any jobbing distributor. This gun is sold in competition with imported and American low-priced guns, so that it may be sold at retail for \$18.50 or less. The makers state that heretofore such competitive grade guns as have been in the market have been of the same general type as high-priced guns, and, consequently, the low-priced gun has been slighted in order to save on the cost. In designing the No. 315, it is said the necessity of building a first-class gun at a low price has been kept clearly in mind, and the gun is one of a type and design that can be built excellently and yet at a low price. It is furnished in 12 and 16 gauges, all

FLUE CLEANER.

Trelford Hardware Co., 1036 St. Clair avenue, Toronto, are offering to the trade the Common Sense Flue Cleaner here illustrated. The firm claim that the flue cleaner is easy running because it has a long shearing cut that shaves off the carbon perfectly with little effort. The springs are said to be made out of a high-grade steel, finely tempered, and will stand hot flues. The wear does not come on the springs, but on the heavier knives, and these knives are self-sharpening and adjustable for wear. The cleaner is adjustable and may be used in tubes one-quarter inch larger than listed. The cleaners are made in five sizes ranging from two-inch to four-inch.

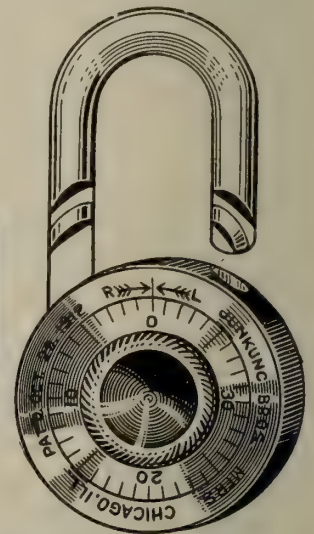


Common Sense Flue Cleaner.

lengths. Descriptive circulars will be sent anyone interested on request.

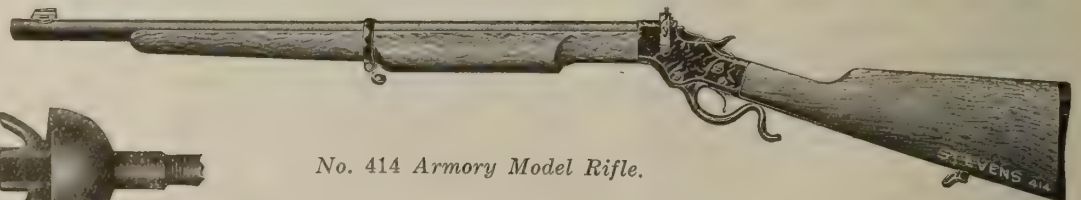
The illustration of the Stevens No. 414 "Armory Model" shows a rifle that has been particularly designed for train-

parts. It is said to be non-pickable and has no springs, no rivets and no pins. The makers claim that the lock affords over 51,000 possible combinations. The lock is all brass and will not rust. It is also claimed that the lock cannot freeze. There are no keyholes or crev-



Junkunc Combination Lock.

ices to fill up with sleet or snow and the makers say, even if you did freeze one of the locks into a solid cake of ice—it would, after knocking off the ice, work as freely and perfectly as before. The makers state that the advantage of having a lock of this kind, eliminates the annoyance of misplacing or losing keys. It also provides protection from skeleton keys being used.



No. 414 Armory Model Rifle.

JUNKUNC COMBINATION LOCK.

Junkunc Bros., 958 West 71st St., Chicago, Ill., are offering to the Canadian trade their new Junkunc Combination Lock here illustrated. The new lock, which is made in 7 sizes, locks in three places and contains only four

It is also said that the mechanism of the combination lock is so simple that anyone can operate it. However, one must know the combination otherwise you cannot open it. Descriptive matter featuring the entire line, will be mailed on request.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

Trade in hardware and metal lines is seasonably quiet and retailers generally are engaged in stock-taking. The usual seasonable quietness prevails and no great change is expected for the next two months. A certain amount of trade is passing in winter lines, and jobbers' salesmen are booking spring orders. There is very little change in the metal situation and quietness prevails. A number of prices for spring have been issued and a few price changes are reported.

MONTREAL.

MONTREAL, Jan. 7, 1915.—The year is starting off quietly, and this is particularly so in this province, where Epiphany spreads the festive season over a third week with the French people. The result has been that many travelers are still at headquarters and deliveries are very light. Quiet conditions are looked for throughout the month. Country business, which has held well, cannot be expected to pick up again for a couple of weeks; city trade will be dull again after the holiday rush, particularly as many stores will be stock-taking and building materials, paint, construction supplies, etc., cannot be expected to be active. At the same time, there should be an improvement in metals commencing next week when the travelers get busy, as compared with the holiday season, in which there was practically nothing doing in this department. Spring booking in some lines is very favorable, and country trade looks good for the spring and summer. Price alterations during the

week have been of little importance, but it may be expected that year-end readjustments will result in some changes being made by both manufacturers and wholesalers. Higher prices for cutlery have been talked of; tin has advanced, and there are some readjustments being made in fishing tackle, but none of these are of great significance.

Tin.—On the further strength of the tin market an advance has been made of the price from 35c to 37c to 36c and 38c. The market is very uncertain, and dealers state that they are at sea as to gauging the developments. New York may be strong and London weak and vice versa, and there will be nothing in statistics or official information which is any indication of the trend of prices. The market is very much of a gamble.

Copper.—There is little change in the market here, although on outside influences the tone is firmer; it was tending in the other direction a week ago. New York is at present following London on a substantial rise.

Solder.—On the strength of tin this market is naturally firmer, but prices show no material change. Half-and-half, 22c; wiping, 20c; commercial, 19c.

Other Metals.—With the exception of tin, as mentioned, and lead, which is strong, metals have shown little change, and have been in light demand during the holiday season. An improvement in consumption is now looked for with travelers again on the road, although a land office business is, of course, not anticipated in view of the general conditions. Spelter has again become active on the American markets, and is showing advances; the price remains 6½c here. Antimony is firm, particularly English brands, of which there is some talk of an impending shortage on this side of the water; price \$17.50 and \$18. Babbitt No. 1, 27c; No. 2, 18c; No. 3,

14c. Sheet zinc, \$8.75 in casks and \$9.25 part casks.

Bar Iron and Steel.—Conditions continue quiet here, and there is little demand in the trade for materials of this class. So far as the industry in general is concerned, a better tone is looked for in sympathy with improvement in the United States.

Galvanized Sheets.—While no marked improvement can be looked for here, the quietness of the past two weeks should be helped to some extent when travelers get out again. Prices are steady.

Nails.—Nails continue without activity. Prices are firm at \$2.15 as a base for wire, and \$2.50 for cut nails.

Iron and Lead Pipe.—This is another department where a slight improvement is looked for during the coming week, but a normal demand cannot be expected.

Bolts and Screws.—There should be a little more movement here than during the holidays, but under the existing conditions it cannot be marked. Prices for screws are very firm.

Rope and Twine.—While deliveries are light and conditions generally quiet, some booking for spring trade is coming in, and orders from country points are expected to be well maintained for the coming season.

Wire Fencing.—Although, of course, few deliveries of fencing are being made, spring orders continue very satisfactory; in fact, the statement is made by one wholesale house that they have never had better prospects for spring fencing business than they have at the present time.

Builders' Hardware and Materials.—This department continues quiet. For the spring there are fair prospects with regard to small orders, but there is little hope that large contracts will materialize.

Cutlery.—Although the demand is light, now that the holiday trade is over, the prices are very firm, and at the last meeting of the Hardware Association a revision was considered. However, it was decided to make no change for the time being.

Fishing Tackle.—Higher prices may be looked for in the fishing tackle lines, as many of these lines involved imported goods. One house in which the prices

MONTREAL QUOTATIONS.

Tin	37c to 38c
Spelter	6½c
Copper	14½c
Lead, Trail, cwt.	\$5.00
Lead, Imported, cwt.	\$5.00
Antimony	17½c
Solder, ½ x ½	22c
Wiping Solder	20c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.15 base
Cut Nails	\$2.50 base
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp	11c base
Sisal	9½c base
Lath Yarn	8¾c base

have just been revised reports that while the price changes are not all in an upward direction, the general advance over all will be in the neighborhood of 10 per cent.

Stoves and Furnaces.—A quiet period will be unusually so in stoves and furnaces. Usually there is little noted in this department after the turn of the year until the 1st of February, and dealers are waiting that time to see what the indications may be. In Quebec and East this business was fairly well maintained until December, when there was a distinct falling-off noted.

Kitchen Utensils.—Orders are largely confined to country trade, and are of small proportions, while the concerns which have outfitting departments report comparatively small business.

Seasonable Goods.—Preparations for the sugar and syrup season are noted by the movement of sap spouts and other equipment for the annual maple campaign. Some skates are also going out, also sleigh bells and some boot calks for the lumber woods supplies. Sorting business is responsible for some small orders, but they have not amounted to much this week.

TORONTO MARKETS.

TORONTO, Jan. 7.—The holiday season is over and work incidental to stock-taking, as far as jobbers are concerned, is practically completed. Travellers are out again and business should soon begin to pick up after the quietness of the past two weeks. The time has no doubt been spent advantageously in preparing for the new year's campaign. The dullness has perhaps been rather more pronounced than in previous years on account of the war and it is too early to predict with any degree of certainty as to the prospects for the coming months. The trade generally is optimistic and a good year is

anticipated, providing there are no setbacks and also that the community continue to take a sanguine view of business prospects. The retail trade is quiet after the holiday rush, although there is a fair demand for skates, snowshovels and other seasonable lines. Wholesalers are reasonably quiet, travellers having hardly been out long enough to get in much business. There appears to be a tendency at present among consumers to buy in smaller quantities; stocks, however, are as a rule light and any improvement in trade should result in a better demand.

The continued dislocation in the bristle market is causing considerable uneasiness among brush manufacturers. There is a shortage of bristles and in addition freight rates are higher. The bristle market of Hamburg is, of course, cut off, making the situation further complicated. This has been a quiet week in the stove trade and comparatively little business has been done. The rope and twine markets are dull as many manufacturing plants have been practically closed down for the holidays. The iron and steel trade is affected by similar conditions and is therefore quiet. Building operations have been practically suspended consequently there has been little demand for builders' hardware.

Tin.—The market is easy and price steady at 35 to 36c. The situation indicates an increase in the visible supply.

Copper.—The copper situation is still unsatisfactory as regards exports, although cargoes are now allowed to be shipped to Italy. Both the smelter and refinery outputs in the United States for 1914 show a big decrease over the preceding year. The market is dull and prices range from 13½c to 14c per pound.

Lead.—The market is firm, the export demand helping to keep the price from going down. Lead is steady at 5c per pound.

Spelter.—The spelter market is very firm and price steady at 6¼c per pound.

Other Metals.—The antimony market is dull but prices are firm at 18c. Aluminum is unchanged at 22c per pound. The local demand for all metals this week has been light. Manufacturing establishments, however, are becoming more active and there should be a corresponding improvement in business.

Scrap Metals.—There has been little business passing on account of many consumers being out of the market. Prices are unchanged and are given in the current market quotations.

Bar Iron and Steel.—There has been practically nothing doing during the past two weeks. Consumers are, however, resuming operations and the demand will improve. There is a noticeable improvement in the steel trade in the

United States with higher prices, but they have not affected this market as yet. Prices are unchanged at \$2 base.

Pig iron.—The market is stagnant with practically no business offering. Foundries continue quiet. Quotations on Hamilton and Victoria brands are unchanged at \$17 per ton.

Wire Nails.—There is a movement on foot to put nails on a more profitable basis. Before the present price of \$2.05 went into effect, nails were being quoted at \$2.25 base, the present price therefore leaving little margin for profit. Present price \$2.05 base, less 2 per cent., 30 days. Cut nails are being quoted at \$2.70 base.

Iron and Lead Pipe.—The market is dull as the building trade is very quiet. Lead pipe is being quoted at 7½c, 5 per cent. off, and waste pipe 9c, 5 per cent. off. Quotations on iron pipe are given in the current market quotations.

Stoves and Furnaces.—The stove trade is very quiet. Travellers are now out and some improvement may be hoped for in the near future.

Rope and Twine.—A seasonable quietness prevails in this market and the situation is unchanged. Prices are given in the current market quotations.

Brushes.—The brush situation shows no signs of improvement, rather it is getting more complicated. In addition to the shortage of bristles there is considerable difficulty in getting supplies on account of the shortage of steamers. Increased freight rates have also added to the cost of bristle. Jobbers have already laid in considerable stocks of brushes in anticipation of higher prices which, as previously mentioned in Hardware and Metal, went into effect at the end of last November. The seriousness of the situation will be appreciated when it is understood that brush manufacturers in the United States have been making inquiries in Canada for brushes, notwithstanding the high price here and duty in addition. Hamburg, the centre of the world's market for bristle, being cut off further complicates the situation.

LONDON.

LONDON, Ont., Jan. 6, 1915.—Trade is seasonably quiet this week and all the retail hardware merchants are stock-taking. Most of the factory and jobbers' salesmen are again back on the road. Jobbers are booking Spring lines as usual. The hardwaremen here are hopeful that spring business will be good. On account of the splendid agricultural districts surrounding London, business has been holding up exceptionally well.

Spring Lines.

Poultry netting is offered for spring at 50—10—5 per cent.; wire cloth in 100 ft. rolls, \$1.50 per 100 ft.; in 50-ft. rolls, \$1.55 per 100 feet.

TORONTO QUOTATIONS.

Tin	35c-36c lb.
Copper	13½c-14c lb.
Lead	5c lb.
Spelter	6¼c-6½c lb.
Antimony	18c lb.
Aluminum Ingot	22c lb.
Aluminum Pattern	23c lb.
Solder, ½ and ¼	22c lb.
Wire Solder	26c lb.
Wiping Solder	19½c lb.
Tinker's Bar Solder	26c lb.
Wire Nails	\$2.05 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9½c base

No. 20 screen door hinges are offered at \$8 per gross. Harvest tools are quoted at 50 per cent. discount. Spades and shovels are quoted, 1st—60 per cent.; 2nd, 55—2½ per cent.; 4th @ 45 per cent.

Wire Nails, Etc.

Wire nails are still quoted at \$2.05 base and cut nails at \$2.70 base. The demand is not heavy at present.

Paints, Etc.

Glass and putty remain steady and unchanged. Glass is quoted single in cases 20 per cent., double 20 per cent. Cut lights are quoted 20 per cent. from pane list. Standard putty in 100-lb. drums is quoted at \$2.75; 25-lb. drums \$2.85. Pure putty in 100-lb. drums \$3.50 and 25-lb. drums \$3.60.

A new price is quoted on turpentine, as follows:

	Per Imp. gal.
1 bbl. lots	65c
2 to 4 bbl. lots	64c
5 gal. lots	72c

Linseed oil is weaker and is quoted as follows:

	Raw.	Boiled.
1 to 2 bbls	55c	58c
3 to 5 bbls	54c	57c
6 to 9 bbls	53c	56c

Rope, Twine.

Pure Manila rope is quoted at 14c base; British Manila 11c per lb. base; African hemp 11c lb. base. The demand is very light at present.

Metals.

Bar iron and steel remain unchanged and are only in fair demand at present. Half and half solder is quoted at 22c per lb.

Linseed Oil.

Linseed oil declined 1 cent per gallon during the early part of the week, and then on Wednesday advanced 3 cents per gallon. The prices now in effect are:

WINNIPEG QUOTATIONS.

Solder	25c-26c lb.
Wire Nails	\$2.80 base
Cut Nails	\$3.35 base
Pure Manila Rope—15½ lb. base	
British Manila Rope ..12c lb. base	
Sisal	10½c lb. base
Linseed Oil, Raw ..	66c gal.
Linseed Oil, Boiled	69c gal.
Poultry Netting	50% off
Turpentine	75c
Galvanized Iron, 28-English	
Apollo:	
Fleur de Lis	\$4.75
Queen's Head	5.10
Corrugated Sheets, 28-gauge	
galvanized	\$3.45
Glass, First Break	\$5.25

	Raw.	Boiled.
1-2 barrels	58	61
3-5 „	57	60
6-9 „	56	59

The market is unsteady and the demand is light.

WINNIPEG.

WINNIPEG, Jan. 7.—Men with stock-taking sheets are to be seen even in hardware windows now, and the natural result is a quietness as far as ordering is concerned. However, though this is a season when dealers are far from anxious to increase their stock, the fact that ordering has been done upon a conservative basis for some time is resulting in the January demand being perhaps a little better than usual. What call there is, of course, is for spring lines.

A number of prices have now been fixed for the coming year—nails, for instance, being definitely put upon the old figures, although there is a possibility that this price may not obtain throughout the whole year.

New Building Paper Prices.

The reduction in prices of building papers, which was foretold some weeks ago, has been definitely struck, the present figures being:

Tarred, 55c to 82c per roll.

Plain, 40c to 68c per roll.

The other quotations remain as formerly.

Files Up Slightly.

In files, there has been a slight advance, the new quotations on American being 70c and 10 per cent. off the list.

New Price for Knobs.

There has also been an upward movement in door knobs, the base knob being \$1.25.

Higher Quotations for Wringers.

Wringers also have moved upwards, and at the start of the year are quoted as follows:

Royal Canadian, \$38 per dozen.

Eze, \$42 per dozen.

Bicycle, \$48 per dozen.

Ajax, \$8 each.

Movement in Wire Prices.

On wire there have been some slight advances and one decline. The general movement, however, has been 5c up. Details of this are given in the Winnipeg hardware quotations.

Good Time for Buying.

No change in paint or oil quotations have been struck, but there is still a possibility that an upward movement may be made in paint before the end of the month. The present, indeed, seems an opportune time for dealers to carefully consider what paint and brushes they will need for the spring trade, and place their orders immediately.

FARRINGTON PHILOSOPHY.

To act independently with a customer is to give the impression that you don't care whether he buys or not. In such a case he usually will not.

Don't insist on doing anything the good old way you always have done it if a better way has been discovered.

Can a stingy man get the reputation for running a store in a generous way and with a generous policy? Will a stingy man ever run a store in that way?

It is all right to follow the "Fight it out on this line if it takes all summer" policy unless there is some other line you can adopt that will prove easier going.

Don't stick to any rule against your own judgment merely because you have made it a rule and hate to change.

Don't stop with being honest with your customers and with your fellow business men, employees or employer; be honest with yourself as well.

What a customer expects to pay in making a certain purchase and what he is willing to pay may be two different prices. It is up to the salesman to find out.

We think rather too much of the trade of the rich man and his family. Most of the money spent in your store and mine is that of the comparatively poor.

Special sales are successful just about in proportion as the selling force of the store takes an active interest in their success.

The best advertising is the kind that is so simple that it seems strange that it pulls the way it does. The average reader understands simple language best.

You lose opportunities and probably actual money every time you throw a trade paper unread into the waste basket.

Don't lose any sleep over your inability to devise new and unheard of advertising schemes. Use the tried and proved plans and you will come out all right.

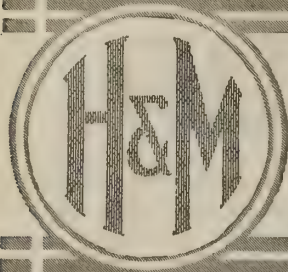
Some people have the idea that the one who can talk loudest will win the argument. Loud talk has no place in a store.

Is it any less dishonest to help yourself to a nickel's worth of goods twenty times in a month than to a dollar's worth at one time?



When you put your thinking cap on, you can see all sorts of improvements to be made.

For a few brief moments the Germans thought that their methods were being imitated, and that the Highlanders were women being driven in front of the army.



Paint Department



Taking Stock in More Senses Than One

Stock-Taking Time is a Splendid Time to Make a Study of the Paint Department—Guess-Work Should be Eliminated.

Written for Hardware and Metal by E. Goode.

THE old year has gone. The new year is here. We have had the same number of people, by New Year card and newspaper columns, imploring us to "Ring out the Old; Ring in the New." Our calendars that have been on our walls and on our desks for twelve months are in the waste paper basket. New ones take their place. Everybody is meeting us with "Happy New Year," and we are meeting everyone in the same way. 1914 is dead. 1915 is born.

With the New Year comes stocktaking. Hardware and Paint men generally are taking stock of their supplies and their requirements. The retailer in addition to making an inventory wants to find out what lines, colors, quantities he needs for spring. The wholesaler is figuring what he needs to order from the manufacturer.

Stocktaking is an important time. "Well begun is half done." Begin the year well-equipped, and you are surer of how you will end it. Stocktaking has more than one side to it. First of all, it is a time when there should be a detailed, quiet, mental review of the policy and ideas that have guided your business last year. You had certain lines of paints to handle. How did they go? Were they commensurate with the aggregate demand from the public for paint? Did you get your fair share, as a hardware store, of the trade that was going? If you did, devise methods and think out plans to double that source of revenue next year. If you did not get the amount of trade that you should have, why didn't you? Whose fault was it? Did you push those paint lines enough? Were they displayed sufficiently prominently? How about your clerk—did he understand that you had bought that paint, and wanted to sell it again, and that the sale or non-sale of that paint was a contributing factor to the discussion of his salary? If not, why didn't he? Did you ever tell him? In short, did you see to it that by every means in your power you boosted your paint trade to a higher level than it was

in 1913? If you did, well and good. If you didn't, a few hours spent in considering ways and means or doing a bigger turnover in paints would not be a few hours wasted.

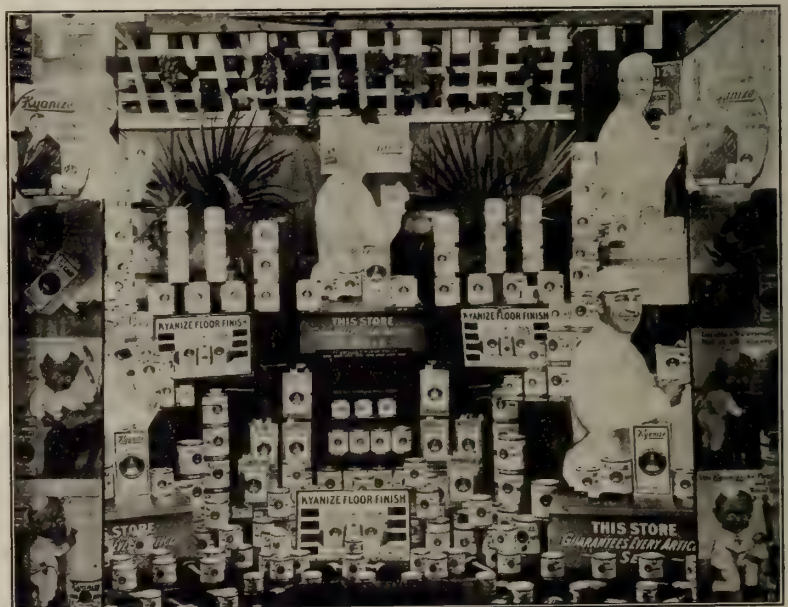
Then perhaps you sold more of one color than another. Did you seek to discover why? Was it luck? Or is there a fashion in paints? Or was it because you devoted less time to pushing some colors than others, with the result that you find yourself left now with a great surplus of some lines, and a big deficiency in others. When you have figured that out, you will know whether it was because you didn't bother with the lines that did not appear to sell well, or whether it was because there was no demand for certain colors. That decided, your line of action is clear. You will not make the same mistake again.

The same thing applies to sizes. Perhaps big tins sell better than little ones. Or it may be vice versa. Much depends

upon where your store is located.

"Around" or "about" or "approximately" are not words for good business men. Either you have thirty-one half pint tins of black paint on your shelves, or you have not. You have not "around thirty." Exactness in figuring your present supplies is your only sure basis. Then, knowing you have, you know what you want. He is a wise man who knows what he wants, definitely and finally. The only way to arrive at this position is to be systematic in your stocktaking. Count everything; forget nothing. Put it down in black and white. Then figure what certain lines brought you in business last year. Decide whether the poorer ones ought to have been poor or not. And give your order accordingly.

It will be time very soon for placing spring orders. A good many people have placed them already. The pre-requisite for a successful year is to start out well. The American has a vulgarity which is typical and topical; he talks about "knowing where you are at." It is a good thing to know where you are at. See to it that at this time you take stock—in every sense of the word.



An attractive window display of Kyanize products arranged by H. E. Stephens for the J. H. Ashdown Hardware Co., Calgary Alta.

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

To build a successful business on a basis of permanence and profit, it is absolutely necessary to supply your customers with **quality goods** which will surely satisfy and retain their confidence, thus assuring repeat orders, increased business, more profits. Martin-Senour Paints and Varnishes have that essential quality.

Our Dealer Agents Vouch for it.
Users positively Know it.
Time has surely Proven it.
We fully Guarantee it.

The Martin-Senour exclusive agency is a valuable asset.
Would you like to have the plan laid before you for consideration?



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO



After the War?

No—Right Now!!

is the time to keep hustling and, above all, optimistic. If you imagine your business is slow, take the time to devise new methods of stimulating it.

Jamieson's Pure Prepared Paints

are good stimulants for an unsatisfactory paint trade, because of the "consumer satisfaction" contained in every can.

ALWAYS READY TO TALK OVER AN AGENCY PROPOSITION.

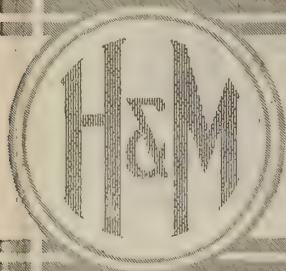
R. C. JAMIESON & COMPANY, LIMITED

Established 1858

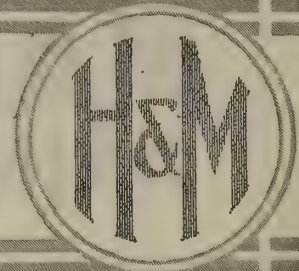
Montreal

Vancouver

Owning and operating P. D. Dods & Co., Limited



Weekly Paint Markets



MONTREAL.

MONTREAL, Jan. 7.—The year is starting off quietly in the paint trade. Travellers are now out on spring business in force and such reports as are being received from country points are gratifying, but as many merchants are busy stock-taking deliveries will be light, as usual, in January, and particularly so as the demand in manufacturing centres is considerably below the normal. Little activity is looked for, therefore, until February when the spring deliveries will commence. The demand for linseed oil and turpentine is, likewise, light and such is the state of the market that prices are very irregular, particularly for the former; in fact, it is very difficult to get at a basis for oil and dealers report that there appears to be nothing to work on despite the fact that crushers recently advanced prices and report the market as being very firm with flaxseed strong and tending upwards. Generally speaking the situation since a week ago shows very little change.

Linseed Oil.—The market is very irregular and unsettled. In fact, it is impossible to quote a definite basis. Crushers who advanced their prices 2c a week ago report that the situation continues firm with flax strong and tending to advance; further increases are reported as the probability. In the trade business is very quiet and price competition is indicated for what is passing, although booking is only taken at open prices in all cases. Inquiries made generally throughout the trade would indicate a basis of 58c and 61c per single barrel for raw and boiled as compared with 57c and 59½c as quoted by the crushers. However, there are quotations half a cent above this figure and one firm reports that the old prices of 55c and 58c still hold; but it might be mentioned that in the latter case it was stated that little attention was being paid to the price adjustments as there was no business being done anyway.

	Raw.	Boiled.
1 to 2 bbls.	58-58½c	60-61½c
5 to 10 bbls.	57c	59-60c
5 gal. lots	62-63c	64½-65½
5-gal. cans 50c each; 10-gal cans, 75c each.		

Gasoline and Benzine.—Business is reported as just fair with some improvement over the holiday conditions of a week ago. Demand for oil is improved on last week's slack business. Easiness is noted in the gasoline market by a reduction of ½c on 100-gal. lots and over.

Gasoline.—In drums, 15c gal.; tank wagon, less 100 gal., 14½c gal.; 100-gal. lots and over, 13¼c gal. Benzine, in wood 18½c; in steel 15c. Canadian oil 13½c; American oil 17c.

Turpentine.—The demand is small and the situation therefore continues easy with dealers generally quoting a price slightly under the prices of refiners; that is, 63c is given to the trade as compared with 63½c from the importers.

½-barrel lots	66c gal.
1-barrel lots	63c gal.
2 to 4 barrel lots	62c gal.
5 to 10 barrel lots	61c gal.

Glass and Putty.—The glass situation continues without change. The demand is slack and the prices are very firm despite lack of orders. For putty the market also continues firm despite comparatively small consumption; raw materials are maintaining their high values.

White Lead.—The market is very strong and there is some talk of higher prices; the matter was considered at a meeting of paintmen a week ago, but it was decided to take no action for the immediate present. The price is \$8.45 with 20c above for less than ton lots.

TORONTO.

TORONTO, Jan. 7.—As might be expected at this time of the year there is not much business moving in the paint trade. Building operations are more or less at a standstill and many manufacturing establishments have been practically closed down for the past two weeks. Travellers are out again and business will no doubt become more active in consequence. The most interesting feature this week has been the fluctuation in linseed oil, which has advanced in price after a decline earlier in the week. Turpentine is steady with light demand. The glass situation is un-

changed and business is quiet. Putty is also quiet with little demand. Mixed paints and white lead are unchanged. There is a good demand for coal oil. Collections are slow.

Linseed Oil.—The market has been subject to considerable fluctuation during the week. One week ago, the price stood at 56c, falling on Jan. 4 to 55c; today oil is being quoted at 58c, and as high as 59c by some refiners. The high price of flaxseed in Winnipeg caused this advance; on the other hand, the light demand for oil has a tendency towards price-cutting in order to stimulate business. Quotations are:

	Raw.	Boiled.
Single bbls.	58	61
3 to 5 bbls.	57	60
6 to 9 bbls.	56	59

Turpentine.—The reduction in the price of turpentine reported last week has been maintained and the market continues very quiet with light buying. Prices in Toronto are as follows: Single bbls., 65c; 2 to 4 bbls., 64c per Imperial gallon. In 5-gallon lots, 72c.

Coal Oil.—There is a good movement in coal oil, prices are holding steady, and are given in the current market quotations. There is a fair demand for gasoline at 18½c per gallon. Benzine is quiet at 18c per gallon.

Glass.—There is no change to note in the glass situation and the market is dull on account of the continued restriction in the building trade. Prices are given in the current paint market quotations.

Putty.—The market is dull and business is seasonably quiet. The following prices are for standard putty in less than ton lots:

	Per 100 lbs.
Bulk bbls., 800 lbs.	\$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00
Pure putty, 60c per cwt. advance.	

1915

Begin the Year Right
with

Brandram's B.B. Genuine White Lead & B-H "English" Paint

Guaranteed pure, made on a base consisting of 70% Brandram's B.B. Genuine White Lead and 30% pure Oxide of Zinc.

You will thus make that **prosperity** and **success** we heartily wish you, possible in your Paint Department at least.

Let us have the pleasure of sending you a few particular pieces of literature on the subject of these particular products of ours.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b., any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 20 days net.

Shot standard, 100 lbs., \$15. 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's 17 50 18 00

ANVILS.

Buckworth, per lb. 0 10½

AUGERS.

Ford's auger bits, 30 and 10 p.c. Irwin's auger, 45 p.c. Winour's auger 70 p.c. Rockford's auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.

No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooners' Copperline, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1) list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½%. Machine Bolts, ¾ in. dia. and smaller, 70 and 5%. Machine Bolts, 7-16 in. dia. and larger, 60 and 5%. Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%. Coach and Lag Screws, 75 and 5%. Skeln Bolts, 75%. Square Head Blank Bolts, 60%. Bolt Ends, 60 and 5%. Plow Bolts, 55, 10 and 5%. Elevator Bolts, 60 and 5%. Fancy Head Bolts, 50 and 5%. Shaft Bolts (\$3) list, 50 and 10%. Step Bolts, large head (\$3) list, 50 and 5%. Whiffletree Bolts, 50 and 5%. Nuts, Square, 4¼c off list. Nuts, Hexagon, 4¼c off list. Stove Rods, per lb., 5¼ to 6c. Stove Bolts, 80 and 7½%. Tire Bolts, 75%.

BRASS.

Per lb
Springs, sheets, up to 20 gauge 0 25
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, hower barff and nickel, No. 241, 45%. Wrought brass, 45% off revised list. Cast iron loose pin, 60%. Wrought steel fast joint and loose pin, 70 and 5%. Crescent brands, 70%.

BARBS (Clothes).

3 sections, 4 ft. doz. 4 80
3 sections, 5 ft. doz. 6 00
3 sections, 6 ft. doz. 7 20

BOILERS (Range).

30-gallon. Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x93 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash).

Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass) 3 75
Western King (Enamel) ... 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 35%. Creamery cans, 35 and 12½%. Railway cans, 40 and 12½%.

Hand, delivery and creamery cans, 35%.

Cream cans, 35 and 12½%; with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 20%.

Common, cork-lined, 3 per cent. Cans, jacketed.

1 gal. jacketed, per doz. .. 2 70
2 gal. jacketed, per doz. .. 3 60
3 gal. jacketed, per doz. .. 4 20
5 gal. jacketed, per doz. .. 4 60
10 gal. jacketed, per doz. .. 8 40

CEMENT AND FIREBRICK.

Less than carload lots .. 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English, 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1000 23 00 28 00
Fire Brick, English, 17 00 21 00
Fire Brick, Am., low, 23 00 25 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING. Per gal.

Roofing cement (in bbls.) .. 0 17
Cement (in 5 and 10 gals.) .. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross ... 2 40 6 75
Crayons, per gross.. 0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. ... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16, \$4.05; ½, \$3.90; 9-16, \$3.80; 5/8, \$3.65; ¾, \$3.60; ¾, \$3.40; 1, \$3.20.

Electric Weld Coll Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston, and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner 6 50
Cadillac Electric, Model C, 18 00
Cadillac Electric, Model D 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case .. 6 75

COPPER.

Montreal Toronto
Casting ingot \$14 00 \$14 00
Bars, ½ to 2 in., 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14 x 60 base 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 25½
No. 7, lb. 0 24½
No. 8, No. 9, No. 10, No. 12 0 24

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets, 3 85 4 00
Galvanized.

Apollo D. Crown Gorbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous— Per box

I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin 9 40

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES. 7½c per lb

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS. 4½c per lb.

DRILLS.

Bit Stock Drills, 60 and 5 p.c. Wood Drills, 35 p.c. Straight Shank Drills, 50 and 10 per cent.



Six Leaders that get varnish- business, and hold it.



A wearproof, waterproof varnish. Tough and durable. Made specially for floors, old or new.



A "hot and cold" waterproof interior varnish. Does not mar or turn white or get brittle and chip. Takes and holds a beautiful polish.



The King of all outside spar varnishes. Embodies extreme durability and resistance to hard wear and exterior exposure. Absolutely waterproof. Does not turn white.



A clear, free-working varnish which dries with a soft, velvety finish closely resembling rubbed work.



A pale, easy-working, high-grade varnish. Gives a beautiful full gloss.

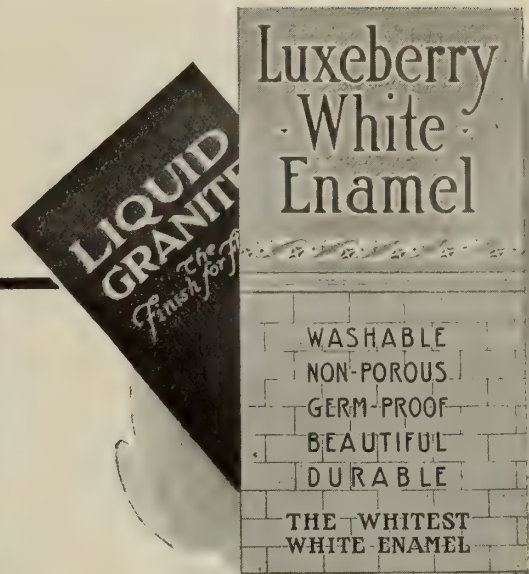


An old-fashioned, all-round master painter's varnish. Good for inside and outside use.

These six Sherwin-Williams' Varnishes cover the needs of practically all the varnish customers in your town. You can get their business, if you go after it, and supply their requirements. When our Representative calls on you, ask him about the special assortments, and how the S-W Co. will co-operate with you in going after varnish business in your town.

THE SHERWIN-WILLIAMS Co.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER,
LONDON, ENG.



These Books Are For Your Trade

To help our dealers in
talking to their customers
about two well-known

Berry Brothers Varnishes

we have issued these booklets. They are filled from cover to cover with good varnish information — facts that every one of your customers should know.

These booklets are, however, only one of the many means we employ to assist our dealers.

Write Berry Brothers now for your spring supply of "dealer helps." Put in a "Berry" window or two and watch *your* varnish sales materially increase. Get ready for the spring trade in *your* town.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ont.

DRIERS.

Clothes, 4 sides, 16 bars, folding. doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double		Standard	
29 in.		Single	
7 oz. .. 0 17½	6 oz. .. 0 11½		
8 oz. .. 0 19½	7 oz. .. 0 13		
9 oz. .. 0 22	8 oz. .. 0 14½		
10 oz. .. 0 24½	9 oz. .. 0 16½		
12 oz. .. 0 29½	10 oz. .. 0 18		
15 oz. .. 0 36½	12 oz. .. 0 21½		
	15 oz. .. 0 29		

Standard, Single Filled, 36-inch.
7 oz. 0 17 10 oz. 0 23½
8 oz. 0 19 12 oz. 0 28½

F**FILES AND RASPS.** Per cent.

Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith Eagle	75
McClellan Globe	75
Black Diamond	66-2-3
Delta Files	65
Nicholson	66½
Jowett's (English list)	27½
Spear & Jackson (Eng. list)	35
Globe	75
Hellers	70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STAIL. Doz.

Hollow 0 81
Solid 1 35

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE Montreal Toronto
Single bbls., per bbl. 18½ 18½
Three bbls. and over 0 18

GRINDSTONES. Per 100 lbs.
Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web 2 45

HALTERS (SISAL)

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over 0 06
Masons, 5 lbs. and over 0 06
Napping, up to 2 lbs. 0 09

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz. 0 60
Axe, No. 1 hickory, doz. 2 04
Axe, 2nd growth, doz. 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and aavy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger,
full set 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track. Special.

zenith 9 00
Atlas, steel covered... \$5 25

Perfect, No. 1 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 10 00
New Milo, flexible 6 00

Double strap hang-
ers, doz. sets 6 50

Standard, jointed
hangers, doz. sets 6 45

Steel King hangers,
doz. sets 6 40

Storm King and saf-
ety hangers 5 75

Storm King rail 4 25

Crown 4 85

Crescent 7 25

Sovereign 6 50

Chicago Friction. Oscillating
and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in.
(100 ft.) \$3 25

Steel track, 1¼ in. 4 75

HATCHETS. Samson Samson
Per doz. Shingle Claw

No. 1 13 13 15 10
No. 2 14 20 15 70

HIDES.
Trimmed hides, green 0 12 0 13
Trimmed, green and
partly cured 0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and
tail, up to 3 75

Sheep skins, up to 1 50

Horsehair, 35 to 38c lb.

HINGES.
Blind, discount, 50 per cent.

HEAVY TEE AND STRAP
HINGES. Strap. Tee.

4 in., doz. prs. \$1 03 \$0 87

5 in., doz. prs. 1 25 1 00

6 in., doz. prs. 1 35 1 03

8 in., doz. prs. 1 84 1 38

10 in., doz. prs. 3 24 2 27

12 in., doz. prs. 4 03 3 73

14 in., doz. prs. 4 59 4 00

Heavy tee and strap discount,
40-10 per cent.

Light tee and strap discount,
70 per cent.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. 5 00

Over 12 in., per 100 lbs. 4 25

Extra hooks for above, ¾
in., per lb. 5½

Extra hooks for above, ¾
in., per lb. 5½

Crate hinges and back flaps,
65 and 5 per cent.

Chest hinges and hinge hasps,
65 per cent.

HINGES (SPRING).
Spring, per gross — No. 5.

\$18.00; No. 10, \$19.50; No. 20,
\$8.50; No. 50, \$24; No. 51, \$9.60;

No. 120, \$17.40; offset No. 192,
\$16.80.

Chicago hold back screen door
iron, gross, \$12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000).
45 per cent.

Garden City fire house hinges.
12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3¼-lb., \$4 doz.

HOOKE, GRASS. Canadian Fox

No. 2, per doz. 1 60 2 50

No. 3, per doz. 1 70 2 90

No. 4, per doz. 1 80 3 25

HOOKE, CORN.
Eureka, doz. 1 80

Cyclone, doz. 2 40

Hoes, corn, doz. 4 50

HORSESHOES.
Iron shoes, light, medium and
heavy, No. 2 and larger, \$3.90;

Toecalks Standard, J. P. & Co.,
"Blunt" No. 1 and smaller, \$1.50;
No. 2 and larger, \$1.25; "Sharp"
No. 1 and smaller, \$1.75; No. 2
and larger, \$1.50 per box. Put
up in 25-lb. boxes.

HOSE, LAWN.

Competition 70 10 p.c.

Corrugated, 1½ in., ft. 0 11

Corrugated, ¾ in., ft. ... 0 14½

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto

Angles base 2 50 2 50

Common bar, per
100 lbs. 2 05 2 00

Forged iron, per
100 lbs. 2 30 2 35

Refined iron, per
100 lbs. 2 40 2 40

Horseshoe iron, per
100 lbs. 2 40 2 40

Mild steel 2 25 2 00

Sleigh shoe steel... 2 25 2 25

Domestic 2 30 2 00

Reeled machinery
steel 2 75 3 00

Tire steel 2 35 2 20

Sheet cast steel ... 0 15 0 15

Toe calk steel 3 10 3 15

Mining cast steel ... 0 07½ 0 07½

High speed 0 65 0 65

Camell Laird 0 15

Black Diamond tool
steel 0 08½ 0 08½

Silver tool steel ... 0 13½ 0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch 0 06

¾ to 1-7-16 in. 0 05½

1-7-16 to 3 inch 0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case
lots \$9 50

Less than case, 25c per 100 lbs.

72x30 up to 26 gauge, case
lots 10 00

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished,
per set 0 78

Mrs. Potts, No. 50, nickel-
plated, per set 0 85

Mrs. Potts, handles, japan-
ned, per gross 9 00

Sad irons, common, plain... 5 00

Sad irons, common, plated... 5 50

Asbestos, No. 70, per set ... 1 50

Asbestos, No. 90, per set ... 1 20

Princess Electric, each 3 00

Ideal Electric, each 2 85

Gasoline Sad Iron, each 3 50

Ideal Gasoline, each 3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock 12c ft.

Ontario 16c ft.

Faultless 20c ft.

Extra Heavy 28c ft.

Hercules 23c ft.

Decorator 18c and 20c ft.

Perfect 22c ft.

Chair Ladders, each \$2 00

(Roped Extension).

20 ft. \$3 00 42 ft. \$7 95

22 ft. 3 30 44 ft. 8 30

24 ft. 3 60 46 ft. 8 74

26 ft. 3 90 48 ft. 9 12

28 ft. 4 20 50 ft. 9 50

30 ft. 4 50 52 ft. 11 44

32 ft. 4 80 54 ft. 11 88

34 ft. 5 78 56 ft. 12 82

36 ft. 6 12 58 ft. 12 76

38 ft. 6 46 60 ft. 13 20

40 ft. 6 80

(Common Extension).

20 ft. each \$2 60

22 " 2 86

24 " 3 12

26 " 3 38

28 " 3 64

30 " 3 90

32 " 4 16

34 " 5 10

36 " 5 40

38 " 5 70

40 " 6 00

44 " 7 48

(Common Single).

Fruit picking ladders, long
nose, same price as common
22 ft., each 2 64
16 ft., each 1 76
14 ft. each 1 54
12 ft., each 1 20
single ladders; sort nose, 1c per
18 ft., each 1 96
20 ft., each 2 40
foot additional.
8 ft., each \$0 80

LANTERNS.

Per doz.
Banner Buggy 10 75
Banner Junior 11 75
Trulite 7 00
Wrightlights 7 00
Beacon 7 00
No. 2, or 4, plain cold blast 7 00
Short globe, pattern 7 00
Cold blast, japanned 7 00
Brass, well japanned 9 25
All brass 24 00
Little Bobs A.C., doz. 1 90

LANTERN GLOBES.

Cold blast, short ruby 1 75
Cold blast, common ruby.. 1 60
Cold blast, short 0 65
Cold blast 0 50
Prism globes 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. \$3 30
No. 34, per doz. 1 80
No. 34X, per doz. 11 80
No. 37, per doz. 13 40
No. 042, per doz. 15 25
No. 42, per doz. 16 25

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath.. 0 17
32-gauge, galv. metal lath.. 0 19

LEAD.

Montreal Toronto
Trail, 100 lbs. 500 5 00
Lead Wool, 8c lb.
Sheets, 2½ lb. sq. ft. 7 50 7 50
Sheets 3 lb. sq. ft. 6 75 6 75
Sheets, 3½ lb. sq. ft. 6 62½ 6 60
Sheets, 4 to 6 lbs. sq.
ft. 6 50 6 50
Cut sheets, ¼c per lb. extra.
Cut sheets to size, ¾c per lb.
extra.

LEVELS. Per doz. Rabone's.

1269x12, Boxwood 4 00
1628x9, Walnut pointed 4 50
1628x9, Rosewood 7 50
104x24, Triple stock (net). 21 00
104x27, Triple stock (net). 22 00
104x30, Triple stock (net). 23 15

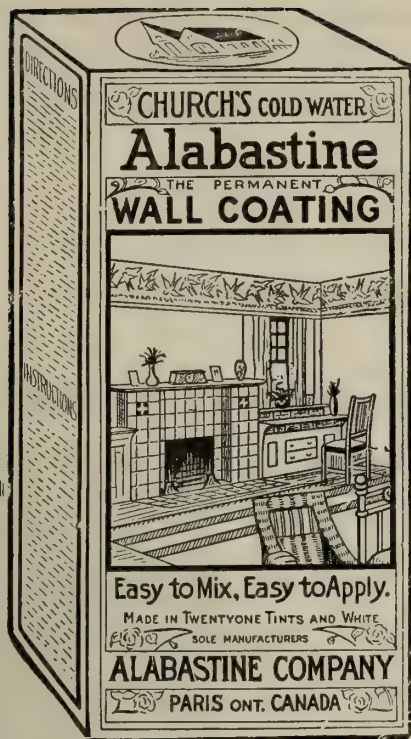
LINES, PLOUGH.

Russia snap, per gross ... 33 00
Indian snap, per gross ... 27 00

MACHINES (WASHING). Each

Canadian \$5 00
Dowsell 5 00
Hamilton 5 75
Re-Acting 7 50
Snowball 8 00
Noiseless 8 25
Sunlight 8 75
Momentum 8 75
New Century, style "A" ... 9 00
New Century, style "B" ... 10 00
New Century, Power, style
"D" 24 00
New Idea, style "B" 11 00
Playtime, engine drive ... 17 00
Ideal Power 16 00
Seafam, electric 60 00
Seafam, engine drive 25 00
New Idea, electric 80 00
Sunshine 4 50
Popular, No. 1 5 25
Economic 6 00
Champion 9 00
Excell-All 11 00
Blue Bell, without stand.. 9 00
Puritan Water Motor, com-
plete 16 00
Hydro, One Tub, engine
drive 26 00
Discount 25%. Freight equal-
ized with Montreal, Ottawa,
Toronto, Hamilton, Kingston,
London and St. Mary's on ship-
ments of quarter dozen and up-
wards.

Stephenson Washers, \$6 net.



Painters—Save 100 large words ALABASTINE for Premium.

Alabastine is selling better now than ever before. Why? BECAUSE

The vogue for plain tints and water color effects is rapidly increasing. Alabastine is the oldest and best known brand, and you can safely recommend it as the most artistic, sanitary, and practical material. More satisfying results can be obtained at 25 per cent. to 50 per cent. less cost than with wall paper or paint.

Improved Quality. Alabastine is now made by a new process and mixes quicker, brushes easier, covers better, and lasts longer than any other article of the kind. The new goods are marked "Slow Setting," meaning that it can be left mixed indefinitely and remain in good working condition. Painters and expert decorators use and highly recommend the new goods.

ALABASTINE

Alabastine is made in Canada, from Canadian and British materials, entirely. Our extensive newspaper and magazine advertising in 1915 will bring out this feature clearly, and it gives Alabastine a big advantage over the wall coatings made in the United States.

The Alabastine Service. We have trade-winners in our store helps and premium offers. Drop a line to us or your jobber and get full information about the Special Brush or Cash Premium to Painters and free Stencils to users of Alabastine in packages only. Also an entirely new, bigger and better line this year, of Color Cards, Wall Books, Color Plan Books, and Stencil Catalogues. Get in line for the big, new, attractive Display Cabinet and Window Trim.

We have recently established service stations as follows:

Winnipeg—Burrow, Stewart & Milne Co., Ltd., 130 James Ave.

Vancouver—Norman Jessiman, 2370 Cornwall St.

Toronto—M. M. Patterson, 30 Garden Ave.

**The Alabastine Company
Paris, Limited**

Paris

Ontario

MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory.	1 95
Lignum Vitae, round, 5 in. 40	
Caulking, No. 8, oak.....	15 00

MANGLES.	
Victor, each	\$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6.....	1 00
Size glass, 5 x 7.....	1 25
Size glass, 6 x 9.....	1 60
Size glass, 7 x 9.....	1 75
Size glass, 8 x 10.....	2 00
Size glass, 9 x 12.....	2 60
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75

MOPS.	
Mops, O-Cedar, doz.....	\$12 00
S. W. Mops, doz.....	3 25
New Wizard, small, doz.....	8 00
New Wizard, large.....	10 00
Mop sticks, doz.....	1 10
Cast head mops, doz.....	1 35
Crescent, doz.....	1 50
Crank wringing, doz.....	4 75
Extra Cloths.....	
Challenge, doz.....	2 10
Woven, cloths, doz.....	1 35

NAILS.

Standard steel wire nails,	
Toronto, \$2.05 base; Montreal,	
\$2.15 base; London, \$2.05 base.	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75%.	
Coopers' nails, 33 1/3%.	
Pressed spikes, 5% diameter,	
per 100 lbs., \$3 base.	

NAILS (HORSE SHOE).

Capewell.	Per box
No. 4, in 25-lb. box.....	\$3 75
No. 5, in 25-lb. box.....	3 75
No. 6, in 25-lb. box.....	3 50
No. 7, in 25-lb. box.....	3 25
No. 8, in 25-lb. box.....	3 25
No. 9, 10, 11 and 12, in 25-	
lb. box.....	3 00
Less 10 and 5 per cent. off.	

NAILS (HORSE).

M.R.M. cold forged process
list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box.
No. 3, 1½-inch.....		\$4 10
No. 4, 1½-inch.....		3 75
No. 5, 1½-inch.....		3 50
No. 6, 2½-inch.....		3 10
No. 7, 2½-inch.....		2 90
No. 8, 2½-inch.....		2 75
No. 9, 2½-inch.....		2 60
No. 10, 2½-inch.....		2 50
No. 11, 3-inch.....		2 45
No. 12, 3-inch.....		2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 50-10-5%
off; 1½ in. mesh, 50-10-5% off.

NET PRICES ON SMALL

SIZES POULTRY NETTING.

½ in. x 22 ga. x 12-in., roll.	\$3 00
½ in. x 22 ga. x 18-in., roll.	4 30
½ in. x 22 ga. x 24-in., roll.	5 65
½ in. x 22 ga. x 30-in., roll.	6 90
½ in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 50
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10

Poultry netting staples, 60%.

OAKUM.

	Per 100 lbs.
Best (American).....	9 50
U.S. Navy (American).....	9 00
New hemp (English).....	7 00
U.S. Navy (English).....	6 50
Navy (English).....	6 00
Best Navy.....	5 00
Plumbers (spun).....	4 00

OIL.

Can. prime white	
petrol.....	0 13½
Royalite.....	0 17
Palatine.....	0 21½
Castor Oil, per lb.....	0 08½
Black oil (Summer).....	0 12½
Black oil (Winter).....	0 14½
Cylinder Green.....	0 35
Paraffine.....	0 22
XXX Machine.....	0 25½

OLD MATERIALS.

F.o.b. Toronto.	
Tea lead, pack, 2½ lb.	
Tea lead, chest, 3c lb.	
Lead (heavy pipe, etc.), 3½c.	

Brass, heavy, 7½c lb.	
Brass, light, 5½c lb.	
Zinc, heavy, 3½c lb.	
Copper, heavy, 9½c lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Mach. compos., No. 1, 8½c lb.	
Compos., turnings, No. 1, 8½c lb.	
Rubbers, such as old rubber,	
boots and shoes, according to	
trim, 5½c to 6c lb.; overshoes,	
lumbermen's rubber boots, etc.,	
5 to 6c lb.; auto tires, etc., 4c;	
bicycle tires, 2½c.	

PACKING (JUTE).

Per Coil Lots.	
Fine jute, lb.....	0 09½
Beaver, lb.....	0 08
Coarse sewer, lb.....	0 07

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	
Plain Fibre, No. 1.....	0 50
Plain Fibre, No. 2.....	0 32
Tarred Fibre, No. 1.....	0 62
Tarred Fibre, No. 2.....	0 43
Tarred Fibre, Cyclone, 25	
lbs., roll.....	0 62
Dry Cyclone, 15 lbs.....	0 50
Tarred Fibre, Good Luck	
Brand, per roll.....	0 62
Dry Fibre, Good Luck	
Brand, per roll.....	0 50

Per 100 lbs.

Oiled waterproof building	
paper, 600 sq. ft. roll.....	1 05
400 sq. ft. roll.....	0 35
O.K. Brand corded sheathing	
0 40	
Sheathing (Surprise).....	0 40
Blue R-S Sheathing.....	0 42
Dry fibre No. 1.....	0 50
Dry fibre No. 2.....	0 35
O.K. carpet felt.....	1 40

Per 100 lbs.

Heavy dry straw.....	1 80
Heavy tarred straw.....	1 80
Spruce sheathing.....	3 00
Carpet felt, 16 oz.....	2 60
Carpet felt, 20 oz.....	2 60
Resin sized Fibre, per roll.	0 43
Asbestos Bldg.....	3 25
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs.....	2 00
Liquid Roofing Cement,	
bbbs., per gallon.....	0 17
Liquid tins cement, 5s.....	0 19
Crude coal tar, per bbl.....	5 00
Refined coal tar, per bbl.....	5 00
Shingle Varnish, per bbl.....	5 00
Cans, per lb.....	0 05
Rails, per lb.....	0 05
Mop Cotton, per lb.....	0 17
Tarred felt, Dominion, 7 oz.	
2 10	

PICKS (CLAY).

5 to 6 lbs., doz.....	3 75
7 lbs., doz.....	4 00
7 to 8 lbs., doz.....	4 75
8 lbs., doz.....	5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Size	Black.	Galvanized
Selected full count.		Per case
5 gross, 4-in. (loose).....	\$0 80	
5 gross, 4½-in. (loose).....	0 90	
5 gross, 5 in. (loose).....	1 00	
4 gross, 4-in. (12 pkgs. of		
4 doz. each).....	0 80	
5 gross, 4 in. (24 pkgs. of		
2 doz. each).....	0 90	
6 gross, 4 in. (12 pkgs. of		
6 doz. each).....	1 00	

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.

PIPE, STANDARD WROUGHT.

Size	Black.	Galvanized
½ and ¾ inch.....	\$2 16	\$3 08
1 inch.....	2 64	3 57
1½ inch.....	3 05	4 20
2 inches.....	4 51	6 21
2½ inches.....	6 10	8 40
3 inches.....	7 29	10 04
3½ inches.....	9 81	13 51
4 inches.....	15 80	21 65
4½ inches.....	20 66	28 31
5 inches.....	24 84	34 04
6 inches.....	29 43	40 33
Lapweld.....		
2 inches.....	11 29	14 99
2½ inches.....	16 38	22 23
3 inches.....	21 42	29 07
3½ inches.....	25 76	34 96
4 inches.....	30 52	41 42
4½ inches.....	35 56	48 26
5 inches.....	41 44	56 24
6 inches.....	53 76	72 96
7 inches.....	79 97	105 90

8"x25 lbs. per ft.	83 75	111 30
8"x28 lbs. per ft.	96 48	128 40
9 inches.....	115 60	153 50
10"x32 lbs per ft	107 20	142 40
10"x40 lbs.....	138 00	183 30
12 inches.....	174 90	.....

These prices are for small
quantities only. Discounts in
proportion to size of order will
be allowed.

PIPE (LEAD).

Lead pipe, 7½c, 5% off.	
Lead waste pipe, 9c; 5% off.	
Traps and bends, 40% off.	

PIPE (SOIL).

Medium and extra heavy pipe	
up to 6-inch, 65% and 10 off.	
7 and 8-in., 45% off.	

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths....	3 45
3 inch, in 10-ft. lengths....	4 20
4 inch, in 10-ft. lengths....	5 33
5 inch, in 10-ft. lengths....	7 60
6 inch, in 10-ft. lengths....	9 25

PITCH.

Pine, per bbl.....	4 50
--------------------	------

PLANES.

Wood bench, Can., 15 per cent	
Wood, fancy, 30 to 35 per cent.	
Prices, Pliers and Nippers.	
Button's, genuine, 37½ to 40	
per cent.	

PLATES (BOILER).

Montreal	Toronto
Plates, 1½ to ½ inch,	
per 100 lbs.....	2 40
2 50	
Heads, per 100 lbs.....	2 65
2 75	
Tank plates, 3-16 inch 2 70	2 80

PLUGS (METAL).

Painted wall plugs, per	
1,000.....	\$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH.

	Doz.
O-Cedar, 4 oz. bottles.....	\$2 00
O-Cedar, 12-oz. bottles.....	4 00
O-Cedar, 1-qt. can.....	10 00
O-Cedar, ½-gal. cans.....	16 00
O-Cedar, 1-gal. cans.....	24 00
Liquid veneer, 4-ozs.....	2 00
Liquid veneer, 12-ozs.....	4 00
Liquid veneer, quarts.....	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100	
in pkg.....	6 50

RAZORS.

	Per doz.
Boker's King Cutter.....	14 50
Henckel's.....	7 50
Gillette Safety, each.....	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss.....	17 50
Ever-Ready, doz.....	9 00
Ern Razors.....	6 00
Ern Junior Razor.....	14 50

REELS, HOSE.

Plain wood, each.....	0 75
Plain wood, with drum, ea.	0 95
Metal.....	1 40

RIVETS AND BURS.

Iron rivets, blacked and tinned.

75%.	
Iron burrs, 75 per cent.	
Copper rivets, usual proportion	
of burrs, 35 and 12½; burrs, 30	
and 12½ per cent.	
Extras on Coppered Rivets, ¼-	
lb. packages, 1c per lb.; ¾-lb.	
pkgs., 2c lb.	
Coppered Rivets, net extras.	
2½c per lb.	

ROOFING.

Tarred felt (7 oz.).....	\$2 10
Tarred felt (10 oz.).....	2 10
Tarred felt (16 oz.).....	2 16

Per roll

2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll.....	1 45
Samson, 2-ply, roll.....	1 90
Samson, 3-ply, roll.....	2 30
Amatite roofing, per sq.....	2 70
Ready 2 ply. Shield, per roll	0 75
Ready 3 ply. Shield, per roll	0 95
Tarred 210 roofing felt.....	2 10
Tarred roofing felt, cwt.....	2 10
Compo certainfeed, 1 ply.....	1 25
Compo certainfeed, 2 ply.....	1 55
Compo certainfeed, 3 ply.....	1 85

ROPE.

	Lb.
Pure Manila basis.....	14
British Manila basis.....	11
African hemp basis.....	11
Cotton rope, 3-16 and larger	21
Sisal basis.....	9½
Double lath yarn basis.....	9½

Single lath yarn basis ...	8½
Russian deep sea line basis	20
Russian tarred ratline basis	17
Russian tarred bolt rope	
basis.....	18
Jute rope basis.....	12½
Italian rope basis.....	24

Basis (¾" dia. and larger).

Sisal Clothes Line.	
3 ply, 30 ft.....	0 45
3 ply, 40 ft.....	0 60
3 ply, 48 ft.....	0 72
3 ply, 60 ft.....	0 90
3 ply, 72 ft.....	1 08
3 ply, 100 ft.....	1 50
6 ply, 40 ft.....	0 95
6 ply, 48 ft.....	1 15
6 ply, 60 ft.....	1 45
6 ply, 72 ft.....	1 75
6 ply, 100 ft.....	2 40

RULES, BOXWOOD.

Rabone's.	Per doz.
No. 1375—2 ft.....(51)...	1 80
No. 1101—2 ft.....(52)...	3 96
No. 1167—2 ft.....(7)...	3 60
No. 1106—2 ft.....(53½)...	4 10
No. 1375—3 ft.....(66½)...	2 50
No. 1112—3 ft., hf. bound.	6 00
No. 1190—With level.....	8 85
No. 1493—Brass blacks'hs	1 70
No. 1494—Brass blacks'hs	2 20

SAWS.

Atkins Hand and Crescent, 25 p.c.	
Disston's Hand, net prices, new	
list.	
Simonds' Hand, 15 per cent.	
Shurly & Dietrich, 35 per cent.	
Spear & Jackson, 40 per cent.	

SCALES.

Imperial standard.....	30%
Champion Even Balance.....	45%
Champion Union.....	50%
Champion Platform.....	45%
Gurney Standard.....	30%
Union Scale.....	50%
Union Even Balance.....	50%

Net prices on Champion scales

for stamping; Champion 10-lb.,	
\$4.12, plus 50c for stamping;	
Champion 24-lb., \$5.50, plus 50c	
for stamping; Champion 600-lb.,	
\$15.40, plus \$1 for stamping;	
Champion 1200-lb., \$18.15, plus	
\$1 for stamping; Champion 2000-	
lb., \$24.20, plus \$1 for stamping	

A PROFITABLE RESOLUTION

Resolve to get the best possible out of your paint trade this year. Sell the "Made in Canada" line of Pure Linseed Paint, which will give you the biggest profit and your customers the utmost satisfaction.

This line is Moore's House Colors. One you should know about. **The one** you should sell.

Benjamin Moore & Co., Ltd., 6 Lloyd St., West Toronto

WHEN YOU SKATE

you will experience a comfort and sense of security unknown before, if you are wearing the

Perfection Steel Ankle Support

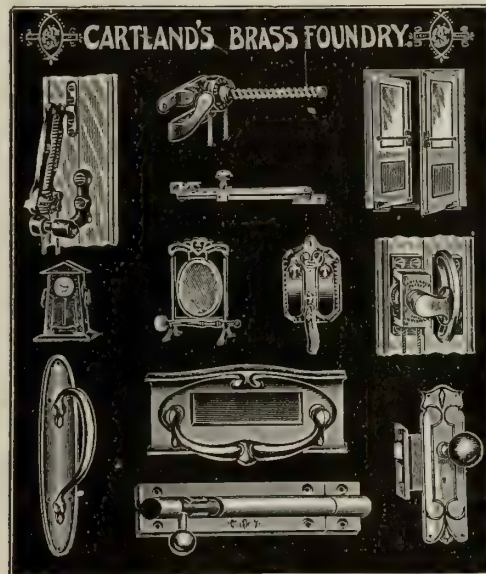
Whether you are a beginner or an expert skater, you need the "Perfection" Support—it is the only really efficient stay for the ankles.

*Sold by all the Leading Dealers.
Price, \$1.00 per pair.*

Owen Sound Steel Press Works

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED
Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office



Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

RED
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BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

EETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 55	2 55
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10 p.c. off.

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized.

	B.W. Queen's	Fleur-de-Lis	Gorbals
16-20	3 50	3 45	3 80
22-24	3 85	3 55	3 85
26	4 10	3 90	4 10
28	4 35	4 10	4 35

Colborne Crown — 16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

	Apollo Brand.	Montreal	Toronto
14 gauge	2 35		
16 gauge	2 35		
18-20 gauge	3 10		
22-24 gauge	3 45		
26 gauge	3 70		
28 gauge	4 05		
10 1/2 oz.	4 25		

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60 55 and 2 1/2	40	
Socket sc'ps.	50 and 5	45 and 5	
Drain tools	60 60		
Scoops	50 and 5	45 and 5	
Hollow backs and sand.	60	45	
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.			

SIFTERS, ASH.

Wood sifters, doz.	\$ 75
Rocker, No. 1, each	3 60
Rocker, No. 3, each	2 50
Banner, each	1 70

SINKS.

Cast iron, 16x24, \$1.10; 18x20 \$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24 \$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER.

	Montreal	Toronto
Tinker's bar	0 21	0 26
Wire solder, lb.	0 24	0 26
Bar half-and-half.	0 22	0 22

SOLDERING IRONS.

Base, per lb., 28 cents.

COLDER WIPING.

Acme	0 18
Commercial	0 10 1/2
Easy	0 19 1/2
Star Extra	0 19 1/2
Strictly standard wiping	0 23

FELTER.

Foreign, per 100 lbs. 6 50 6 00

TAPES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12
Bright Fence, 100 lb. kegs	2 50
Bright Fence, 25-lb. boxes	2 75
Galv'd fence, 100-lb. kegs	2 85
Galv'd fence, 25 lb. boxes	3 10
Copper's staples, 45 p.c.	
Bright spear point, 75 p.c.	

SWEEPERS, CARPET.

Univ. Japd., cyco bearing	24 00
Univ. N.P., cyco bearing	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 40
Princess N.P., ball-bearing	30 00
Univ. ball-bearing	34 00
Am. Queen N.P., ball-bearing	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each	\$2 75
Ontario, 2-passenger, each	3 75
Ontario, 4-passenger, each	4 25
Stratford, 4-passenger, each	5 50

Boyers Gliding Settees with

awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimps, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in paper, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lutkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	3 40
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70

Tape Lines, linen, No. 2601

50, each	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10c.

TIES (METAL).

Galv. wall ties, per 1,000...\$5 00

Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Montreal Toronto

Tin, per lb. 35-37 35-36

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Oneida Jump, 65%.

TRETTLES.

5 ft., each, \$1.50 14 ft., each, \$4.20

8 ft., each, 2.00 16 ft., each, 4.80

10 ft., each, 2.50 18 ft., each, 5.40

12 ft., each, 3.00 20 ft., each, 6.00

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13 1/2

600 ft., per lb. 0 11

550 ft., per lb. 0 09 1/2

500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.

10 ton lots, 1/4c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-lb.

4-ply 0 21 1/4

3-ply 0 19

TUBES.

Boiler Tubes.

Montreal Toronto

100 ft., 1 1/4 in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2 1/4 in. 10 25 10 25

100 ft., 3 in. 12 25 10 65

100 ft., 3 1/2 in. 13 30 11 00

100 ft., 4 in. 15 55 13 00

TUBS.

Samson Galvanized.

No. 11, doz., net 12 00

No. 22, doz., net 14 40

No. 33, doz., net 16 80

Common Galvanized.

No. 1, doz. 6 83

No. 2, doz. 7 43

No. 3, doz. 8 48

Per nest.

Nests of 3-0, 1 and 2	\$2 38
Nests of 3-1, 2 and 3	2 05
Nests of 4-0, 1, 2 and 3	2 95
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3 per doz.	7 00

V

VALVES, ETC.

Ground work, 55%.
Stand, compr. work, 65%.
High-grade compr. work, 55%.
Cushion work, 55%.
Fuller work, 70%; No. 0, 70, 100, and 1 and 2 basin cocks, 70%.
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 50%.
Copper tea and coffee pots, 50%.
Copper potts, 30 and 5%.
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White ware, 75%.
Canada, Diamond, Premier, 50 and 10%.
Pearl, Imperial and Colonial steel, 60 and 10%.
Star decorated steel, 33 1/4%.
Hollow ware, tinned steel, 40% off.
Enamelled street signs, 50%.

WARE, TIN, PIECED.

Discount, 35%.
10-qt. flaring sap buckets, 35%.
6, 10 and 14-qt. flaring pails, 35%.
Copper bottom tea kettles and boilers, 35%.
Coal hods, 35%.
Boiler and tea kettle pits, 30 and 5%.

WARE, STAMPED.

Plain, 72 1/2 and 5.
Retinned, 72 1/2 and 5.
Tinners' trimmings, 72 1/2 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.
Full box, 45 p.c. smaller lots.
30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.

Narrow wood and felt...1 1/4c ft.
Medium wood and felt...1 1/4c ft.
Wide wood and felt...2 1/4c ft.
All felt Frost King...\$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, 1/2 lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.

Smarts, Horse, 3 1/4c lb.
WHEELBARROWS.
Navy, steel wheel, doz. 21 00
Garden steel wheel, doz. 32 40
Light garden, per doz. 22 80
Heavy garden, L-side 33 00
Heavy farm, solid side 33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2 1/2 per cent.
Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 14, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.30; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright soft drawn 15c; charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls \$1.50 per 100 sq. ft.; in 50-ft. rolls \$1.55 per 100 sq. ft.

Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized	2 15
No. 12, plain galvanized	2 30
No. 13, plain galvanized	2 40
O. & A., No. 10	2 39
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands 24 wires, 3/8, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 3/8, \$5; 1 inch, \$15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

	Cwt.
Single Loop, No. 14	\$3 00
Single Loop, No. 15	3 15
Single Loop, No. 16	3 30

WRINGERS—Less 20 p.c.

Royal Canadian 11 in., doz. 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 54 00
Trojan, 12 inch 100 00
Favorite, 511E 57 75
Unexcelled 1041E 52 00
Challenge 311E 48 75
Gem, 141 47 25
Sunlight 111 42 00
Ottawa, 341E 54 00
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 52 75
Bicycle, 11 in. 56 25
Wrenches, Trimo, 65 per cent off list.

WRINGERS, MOP.

White, No. 2, each	\$ 1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

ZINC (SHEET).

5 cwt. casks	8 75	8 00
Part cask	9 25	8 25

YOUR CUSTOMERS WANT BABBITT METALS *MADE IN CANADA*

BABBITT METALS

MADE BY
THE
CANADA METAL CO.
LIMITED

Give Excellent Service.



Imperial Genuine
for
Heavy Loads.

Harris Heavy Pressure
for
General Machinery Bearings

WE HAVE EVERYTHING IN METALS
AND EVERYTHING FOR THE PLUMBER.

WRITE FOR CATALOGUE "A"—MAILED FREE.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

WINDOW

GLASS

--- a friendly tip ---

Unfortunate Belgium can no longer help supply us.

The shortage means prices will advance steadily. Our stock of all grades is practically complete—but we advise immediate sorting.

A. Ramsay & Son Co.
Montreal

Established 1842

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ..\$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2 55 \$3 60

COLORS (DRY).

Per lb.
Raw Umber 100 lb. keg. 0 09
Burnt Umber, 100 lb. kegs 0 09
Raw Sienna, 100 lb. k. 0 09
Burnt Sienna, 100-lb. k. 0 09
Imperial green, 100 lb kegs 0 12
Italian red, 100 lb. kegs. 0 05
Brunswick green, 100-lb. k 0 06
Indian red, 100 lb. kegs. 0 10
Indian red, No. 1, 100 lb. k 0 06
Vermilion, 100 lb. kegs. 0 20
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs 0 03½
White ochre, barrels 0 04
Yellow ochre, barrels 0 01½
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 02
Super magnetic red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure 0 12
Chrome yellow, pure 0 23
Golden ochre, pure 0 14
French ochre, pure 0 12
Chrome green, pure 0 11
French permanent green, pure 0 15
Signwriters' black, pure. 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co. 1 80
Alba-Gloss enamel 4 00
Anchor Floorlustre 1 80
Lowe Bros.' Linduro 4 20

FILLER.

Gal.
Luxeberry Enamel\$5 00
Screen Enamel B.B. 1 65

GLUE.

Per lb.
French medal 0 15
English common sheet. 0 10
English prima 0 17
White pigsfoot 0 21
Perfection amber, ground, No. 1230 0 13
Cake, bone, 112-lb. bags. 0 10
Hide, 112-lb. bags 0 15
Gelatine, 112-lb. bags 0 20
Ground glues, 112-lb. bags—
No. 1 0 11
Extra 0 15

GLASS.

(TORONTO QUOTATIONS).
Size United Inches. Star.
Under 26\$6 50
26 to 40 7 00
41 to 50 7 40
51 to 60 8 00
61 to 70 8 75
71 to 80 9 50
81 to 85 10 50
86 to 20
91 to 95
96 to 100
Double Diamond.
Size United Inches. \$ 8 60
Under 26 10 00
26 to 40 10 00

41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 60

Discount on 16 oz. glass 20 per cent.; discount on double diamond, 20 per cent.; cnt sizes, 20 per cent.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Diamond
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	20.50	
91 to 95	22.00	
96 to 95	25.00	
101 to 105	32.00	
106 to 110	36.00	

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.

Montreal:
Country discount, 35 and 5 per cent. off list, delivered.
City discount, 45 and 5 per cent. off.
Toronto:
Country discount, 40½ off list delivered.
City, 42½ off list.

LEAD.

(White Ground in Oil.)
Prices per 100 lbs. in ton lots.
Montreal Toronto
Elephant Genuine\$8 75 \$8 90
"Anchor" pure 8 45 8 60
Green Seal 8 45 8 60
Brandram's B.B. Genuine 9 45 9 60
C.P. Co. decorat's pu. 8 45 8 60
Crown and Anchor, pure 8 65 8 60
Decor'or's Pure (Wpg) 8 60
Moore's Pure White Lead 8 45 8 60
Painter's Perfect 7 95 8 10
Ramsay's Pure Lead 8 45 8 60
Ramsay's Exterior 8 15 8 30
Tiger Pure 8 45 8 60
"James Genuine" 10 00 10 15
Stephens' H. P. P. (Winnipeg) 8 70
Less than ton lots, 20c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. 8 00 6 38
Genuine, 100-pound kegs, per cwt. 8 25 6 75
No. 1 casks, per 100 lbs. 7 75 6 25
Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..\$17 50
2 lb. pkgs., per 100 lbs. 15 00
5 lb. pkgs., per 100 lbs. 12 00
25 lb. pkgs., per 100 lbs. 11 00
100 lb. pkgs., per 100 lbs. 9 75
300 lb. kegs, per 100 lbs. 9 50
600 lb. casks, per 100 lbs. 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

OILS (LINSEED RAW).

Montreal Toronto
Single bbls....See weekly report
3 to 5 bbls....See weekly report
6 to 9 bbls....See weekly report

LINSEED, BOILED.

Single bbls....See weekly report
3 to 5 bbls....See weekly report
6 to 9 bbls....See weekly report

PAINTS (PREPARED).

Per gallon In qt. tins.
Sherwin-Williams paints, base 2 00
Canada Paint Co.'s pure.. 2 00
Elephant and Prism..... 1 50
Benj. Moore Co.'s "Egyptian" Brand 1 45
Moore's house colors, per gallon 1 75
Brandram-Henderson's "English" 2 00
Fresco-Tone, in quarts... 1 80
Ramsay's paints, pure 1 80
Ramsay's paints, Thistle.. 1 60
Martin-Senour, 100% pure. 2 00
Senour's floor paints 1 60
Jameson's Crown and Anchor brand 1 60
Stephens' House Paint (Winnipeg) 1 90
Stephens' Floor Paint (Winnipeg) 1 75
Silkstone Wall Color..... 2 00

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks... 0 08½
Orange Mineral, 100-lb. kegs 0 05½

PRIMER.

Gal.
Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.
1 lb. cans\$0 18
2 lb. cans 0 18
5 lb. cans 0 17
10 lb. cans 0 16
25 lb. cans 0 12
100 lb. kegs 0 11
¼ barrels 0 10½
Barrels 0 10

PUTTY.

Standard Montreal Toronto
Bulk, in casks 2 30 2 40
Bulk, 100-lb. drums. 2 50 2 60
Bulk, 25-lb. drums. 2 60 2 70
Bladders, in bbls. 2 80 2 90
Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR).

Half pint tins, per doz. ... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Toxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

Montreal Toronto
5 gal.See weekly report
Pure, single bbls. See weekly report.

SLATING.

Gal.
2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B.\$3 00

STAINS.

Gal.
Oil, & Spirit, Berry Bros..\$2.50
Water Stains, Berry Bros. 1.25
Berrycraft stain finish ... 3 00
Shingletint, 5 gal. cans ... 1.15

VARNISHES.

Per gal. cans
Liquid Granite\$3 00
Elastic Interior 3 00
Elastic Outside 6 00
Luxeberry, light 3 00
Luxeberry, white 5 00
Luxeberry, spar 4 50

Luxeberry, exterior 5 00
Dugloss finish 3 00
Carriage, No. 1 1 50
Excello 2 00
Mar-Not 2 70
Elastic Oak 1 50
Light oil finish 1 35
Gold sized japan 2 00
Baking black japan 1 35
No. 1 black japan 0 95
Crystal Damar 2 50
No. 1 Damar 2 25
Oilcloth 1 50
House painters' white jap.. 1 45
Elastilite varnish 2 25
Copaline varnish 2 25
Granitine floor finish 2 25
Jameson's floor enamel 1 75
Sherwin-Williams' KOPAL varnish 2 50
Canada Paint Co.'s SUN varnish 2 25
"Flint-Lac," coach 1 30
B. H. Ltd., "Gold Medal," cases 1 80
Dependon Lt. H. Oil Finish 1 55
Everlastic Floor 2 30
Elastic exterior finish 4 25
Flatting floor finish 3 00
Stovepipe varnish, ½ pints, gross 9 00
Pure white shellac varnish 2 00
Pure orange shellac varnish 1 90
No. 1 orange shellac varnish 1 75
Kyanize floor finish 3 25
Kyanize cabinet rubbing ... 3 25
Kyanize spa 4 25
Kyanize stains 3 25

WATER PAINTS.

Opalite, 300 lb. bbls. 0 07
Opalite, 100 lb. kegs 0 07½
1 gal. package, per pkg. 0 45
½ gal. package, per pkg. 0 25

WASTE (POLISHING).

Cream 0 13
White 0 12

WASTE (WHITE).

XXX extra 0 11
X Grand 0 10½
XLGR 0 09½
X Empire 0 08½
X Press 0 07½

WASTE (COLORED).

Fancy 0 07½
Lion 0 07
Standard 0 06½
Popular 0 05½
Keen 0 05

WASTE (PACKING).

Arrow 0 13
Anchor 0 0d
Anvil 0 07½
Axle 0 09

WASHED WIPERS.

Select white 0 08
Light colored 0 06½
Dark colored 0 05

WAX.

Per lb.
Johnson's Floor, natural.. 0 38
Johnson's Floor, black ... 0 38
Old English Floor Wax ... 0 38
Cooke & Boulton's Floor Wax 0 30
Ronuk Floor Wax, lb. ... 0 35
Berry Bros. 0 45

WHITING.

Plain, in bbls. 1 00
Gilders, boiled, in bbls. ... 1 20

ZINC (DRY).

Extra Red Seal, V.M.

ZINC IN OIL.

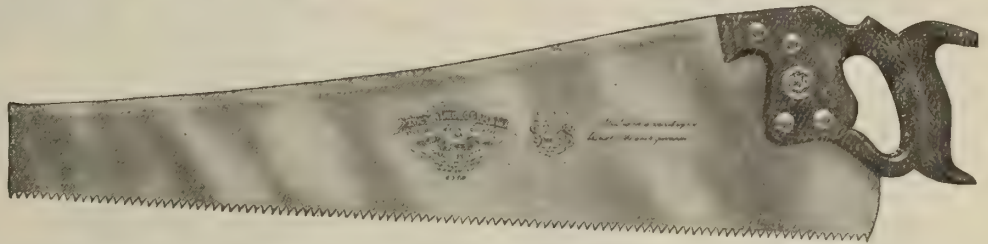
Pure, in 25-lb. irons 0 10
No. 1, in 25-lb. irons 0 07
No. 2, in 25-lb. irons 0 05½
Pure in Darmar Varnish. 0 19½

SIMONDS SAWS

Satisfaction for the
Carpenter.

Profit for the
Dealer.

Send for Catalog.



SIMONDS CANADA SAW CO., LIMITED MONTREAL, ST. JOHN, VANCOUVER

**If
You
Want
to
Handle**



WIRE NAILS

**OF SUPERIOR QUALITY
CONSULT US AT ONCE**

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B. C.

GLASS

of
every description
for building purposes

*Sheet, Plate, Figured
Leaded, Mirrors*

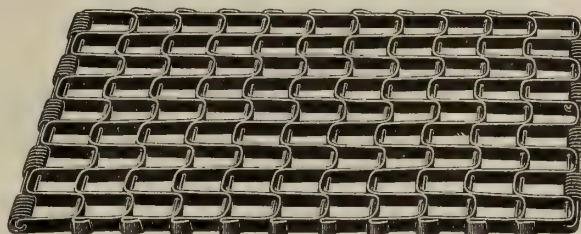
A trial will convince you that our
quality, prices and service are a triple
combination hard to beat.

**The Consolidated Plate Glass
Company of Canada, Ltd.**

241 Spadina Ave., Toronto.
30 St. Sulpice St., Montreal.
375 Balmoral St., Winnipeg.

“Keystone” Flexible Steel Door Mats

Door mats are an acknowledged necessity. The Keystone is superior to any other mat made, yet our list prices are invariably lower than others.



The best mat and at the best price should appeal to you. The Keystone is made in various stock sizes and is also furnished in special shapes and sizes.

Write your Jobber or direct to Us for Literature and Prices.

Kuhne-Anderton Mfg. Company, Port Hope, Ontario

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00

ANVILS.Peter Wright, 80 lbs. and up,
11½¢ per lb.; clip horn, 12½¢.**AUGER BITS.**"Irwin" bits, 45 per cent.;
common, 70 and 10 per cent.**AXES.**H. B., 1 lb., \$6.25 per doz.; 1½
lb., \$6.65; 2 lb., \$6.90; 2½ lb.,
\$7.50; 2¾ lb., \$7.75; 3, 3½ and
4 lb., \$8; H. B. Handled Axes,
2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
lb. and 4 lb. \$10; Black Prince
Axes unhandled, \$8.00; Black
Prince axes, handled, \$10.25;
Bench axes, 35 per cent; broad
axes, 5 to 7½ lb., \$28 per doz; 7½
to 9 lb., \$30.50.**BAR IRON.**

\$4 per 100 lbs.

BAR IRON.Bar iron, \$2.50; Swedish iron,
\$4.25; sleigh shoe steel, \$2.85;
spring steel, \$3.40; machinery
steel, \$3.75; tool steel, Black Dia-
mond, 100 lbs., \$8.50; Brittain
Brand Tool Steel, \$8.50.**BELTING.**Rubber—60 p.c. off the list.
Leather.Agricultural leather belting,
66-2-3 per cent. off the list.
No. 1, 66-2-3 per cent. off list.
Standard, 60 per cent. off list.
The "double" list is just twice
the price of "single".**BELT LACING.**In sides, tanned, \$1 per lb.;
cut, \$1.10 per lb.; rawhide, sides
95¢; cut, \$1.05.**BLOCKS.**Steel, 50 per cent.; wood, 60
per cent.
Steel, 50 per cent.; wood, 60 per
cent.Wood, tackle, common, 60 per
cent.**BOLTS.**Carriage, ¾ and smaller, 60%;
7-16 and larger, 50%; machine,
¾ and under, 60%; 7-16 and over,
50%; machine set screws, 65%;
plough bolts, 45%; nuts, small
lots, 2¢ off; case lots, \$2.75 off;
stove bolts, 77½%; sleigh shoe
bolts to ¾, 50%; 7-16 and up,
40%.**BUILDING PAPER.**Tarred, 55 to 82¢ per roll, ac-
cording to quality; plain, 40 to
68¢; tarred, felt, 8 and 10 oz.,
\$2.60; 16 oz., \$2.85 per 100 lbs.**BUTTS.**Wrought Steel, loose pin, 65
per cent. off the list.**CHAIN.**Coil, 3-16 in., \$10.00; ¼, \$7.25;
5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75;
¾, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼¢; ¾,
5¼¢; Tie out, 70 and 10 per cent.**CHURNS.**Barrel, No. 0, \$5.13; No. 1,
\$5.13; No. 2, \$5.70; No. 3, \$6.27;
No. 4, \$7.41 each.**CLEAVISES, MALL.**

7½¢ per lb.

COPPER.Sheet and plannished copper,
34¢ per lb. Tinned, 27¢. Braziers'
soft copper, 10-24 fl., 26¢; 27½¢.**DRILLS.**Bit Stock, 60 per cent.; Black-
smith, ½ in., round shank, 55 p.c.
ENAMELWARE.Canada, 50; Imperial, 60; Pre-
mier, 50; Colonial, 60; white, 70
and 5; diamond, 50; granite, 60%.**FERRULES AND GRANTS.**

30 per cent. off.

FILES.American, 70 and 10%.
Nicholson's, 65%.**FIXTURES.**

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

GASOLINE.Painters' naphtha, bbls., 21¢ per
gal.; \$3.45 per case.**GLASS, WINDOW.**

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).35% off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.**GRINDSTONES.**Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.**HINGES.**Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5,
6, 8, 10 and 12, 80¢, \$1.08, \$1.40.
\$2.25, \$3.40 and \$5.20.
Corrugated strap, 4, 5, 6, 8, 10,
and 12, 80¢, \$1.08, \$1.40, \$2.25,
\$3.40 and \$5.20.**HORSESHOES.**Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.**JACKSCREWS.**

60 per cent. off list.

KNOBS.

Door, 307, \$1.25.

IRON BAND.1½ in., \$2.85; 1¼, \$2.85; 1 in.,
\$2.90.**IRON, GALVANIZED.**

	Apollo and "Fleur "Queen's de Lis." Head."
10½ oz. or 28 Eng. 4 75	5 10
28 Am. or 26 Eng. 4 50	4 85
26 Am. or 26 spec'd 4 25	4 60
24 Am. and Eng... 4 10	4 45
22 Am. and Eng... 4 10	4 45
18 & 20 Am. & Eng. 4 00	4 30
16 Am. and Eng... 3 85	4 15

IRONS, SAD.Common Sad Irons, 8 lbs. and
6¢ per lb.; 4 lbs., 7½¢ per lb.
Mrs. Pott's No. 55, set ... 0 95
Mrs. Pott's No. 50, set ... 1 00
Asbestos Sad Irons.
No. 100, set ... 1 80
No. 70, set ... 1 65
Mrs. Pott's common sad iron
handles, 85¢ a dozen. Mrs. Pott's
improved, \$1.05 a dozen.**LANTERNS.**No. 2, plain ... 7 25
No. 20, X-ray ... 11 00
No. 22, Dash-board ... 9 75
Trulite short globe, doz. ... 7 25**LEAD PIPE.**

\$7.50 coil; less coil, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.Raw, per gal., 66¢; boiled, per
gal., 69¢.
These prices are for barrels.
Less amounts 5¢ per gal. extra,
with additional charges for can,
etc.**LOCKS.**

Peterboro and fittings, 45 p.c.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.Wire, f.o.b. Fort William, \$2.40
base; Winnipeg, \$2.80 base. Cut,
f.o.b. Winnipeg, \$3.35.**NAILS, HORSE.**

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50 per cent.

NUTS.Square and hex., small lots,
f.o.b., \$2 off; case, \$2.75 off.**OIL CANS.**

	Tin	Gal.
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.Silver Star oil, 18½¢ gal.;
Royalite oil, 16¢ gal.; Palatine
oil, 18½¢ gal.; Capital Cylinder,
56¢ gal.; Standard gas engine
oil, 41¢; Polarine oil, 60¢ gal.;
Prairie Harvester oil, 30½¢ gal.**DRY COLORS.**Yellow ochre, in bbl. lots, 2½¢;
less than barrel lots, 3¢; golden
ochre, barrels, 3½¢; less than
barrels, 4½¢; Venetian red, bar-
rel, \$2; less than barrels, \$3;
American vermilion, 12¢; Eng-
lish vermilion, \$1 per lb.; Cana-
dian metallic oxides, barrel lots,
3½¢; English purple oxide, in
casks, 3½¢; less quantities, 4¢
per lb. Red lead, kegs, \$8.50. 9¢
lb. for less.**PARIS GREEN.**1 lb. pkgs., 21½¢. small lots
and cases.**PICKS.**

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.¼ inch, \$3.50; ¾ inch, \$3.60; ½
inch, \$4.20; ¾ inch, \$5; 1 inch,
\$7.35; 1¼ inch, \$9.90; 1½ inch,
\$12; 2 inch, \$16; 2½ inch, \$25.60;
3 inch, \$33.45.**IRON PIPE.**Black, ¼ inch, \$2.50; ¾ inch,
\$2.60; ½ inch, \$3.20; ¾ inch,
\$3.75; 1 inch, \$5.50; 1¼ inch,
\$7.45; 1½ inch, \$8.90; 2 inch, \$12;
2½ inch, \$19.25; 3 inch, \$25.15;
3½ inch, \$30.25; 4 inch, \$35.80;
4½ inch, \$42.35; 5 inch, \$49.75;
6 inch, \$64.40.**PLASTER.**

Paris, per bbl., \$3.25.

PLATES, CANADA.Half polish, 6-7 inch, \$3.65; 8
inch, \$3.90; full polish, 6-7 inch,
\$4.65; 8 inch, \$4.90. Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-20, \$3.15.**PLOW SHARES**10¢ per lb.**POINTS.**Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.**PUTTY.**100-lb. drums 3 00
25-lb. irons, per cwt. 3 10
1½-lb. tins 0 06**RASPS.**Heler's 70 and 5 per cent.;
Heler's horse tooth rasps, 60-10
per cent.**RIVETS AND BURRS.**Iron rivets, 55 per cent.; cop-
per, No. 8, 32¢; 10, 35¢; 12, 37¢;
copper burrs, No. 8, 44¢; 10, 47¢;
12, 51¢; copper rivets and burrs.
No. 8, 36; 10, 38¢; coppered, No.
8, 47s; 10, 18c.**ROPE.**Sisal, 10½¢ base; pure Manila,
15½¢ base; British Manila, 12¢
base; lath yarn, 9½¢ base.**SAWS, BUCK.**Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$6.50; New
Century, \$6.50; Maple Leaf, \$5.25;
Prince Rupert, \$3.00.**SCALES.**Same form as Toronto quota-
tions, making discounts in all
cases 5% less. All quotations
f.o.b. Winnipeg.**SCREWS.**Bright iron round head, 80
10 and 5 per cent.; flat head, 85
10 and 5 per cent.; round head,
brass, 70, 10 and 5 per cent.; flat
head, brass, 75, 10, 5 per cent.;
coach, 60 per cent.**SCYTHES.**

Brush, \$8.25.

Grass, \$7.25 to \$8.50.

SHOT.Soft, \$9.25 per 100 lbs.; chilled,
\$9.65; buckshot, \$10.05; ball,
\$10.45.**SHEET ZINC.**Cask lots, 10¼¢; small lots,
10½¢.**SHOVELS AND SPADES.**Jones polished, \$8.10 per doz.;
Fox & Olds, \$7.10 per doz.;
Scoops, D-handled, "Black Cat,"
No. 3, \$7.70; No. 4, \$8.20; No. 5,
\$8.50; No. 6, \$8.75; No. 8, \$9.25;
No. 10, \$9.50.**SNATHS, SCYTHE.**Grass, No. 2, \$7.25; brush, No.
1, \$8.25.**SOLDER.**

Per pound, 25 to 26 cents.

SPIKES.Pressed, ¼ in., \$4.50; 5-16,
\$4.15; ¾, \$3.90; 7-16, \$3.80; ¾,
\$3.75; ¾, \$3.75.**STAPLES.**Bright wire per cwt., \$2.55 at
Fort William, \$2.95 Winnipeg;
galvanized staples, \$3.25 Winni-
peg.**STEEL.**Sleighshoe, \$2.85 base per cwt.;
plow, common, \$4.50; crucible
plow, \$5.50; angle, \$3.25; harrow,
\$3.25 base; cast, octagon tool
steel, 8½¢ base; square tool steel,
9½¢ base; spring, \$3.40; machine,
\$3.75 base; tire, \$3.00.**STEEL SQUARES.**

40 per cent. off new list.

STOVE PIPE. Rivet. Paten'd

6 in., per 100 ft.... 9 00 9 05

7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42

7 inch, per doz. 1 69

8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58¢ per lb.

Per Box

20 x 28 I.C. 10 25

20 x 28 I.X. 12 25

Terne Plates 9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75¢.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 60
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac var- nish	2 00
Luminate	2 09
Best wearing body	5 00
Best gearing varnish	4 00
Extra light hard oil	1 90

WASHERS.Iron, small lots, 30 per cent.;
full boxes, iron, 35 per cent.**WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.**

42½ per cent. off the list.

WHITE LEAD.Decorators' pure white lead,
\$9.40 per cwt.**WIRE, BARB.**Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William,
\$1.90; Winnipeg, \$2.25; Glidden
2-point, Fort William, \$1.77;
Winnipeg, \$2.10; Baker 2-point,
Fort William, \$1.75; Winnipeg,
\$2.07; Alberta 2-point, Fort Wil-
liam, \$1.65; Winnipeg, \$1.93;
American special 2-point, Fort
William, \$1.40; Winnipeg, \$1.65;
plain twist, per 100 lbs., Fort
William, \$2.80; Winnipeg, \$3.20;
coil spring, No. 9, per 100 lbs.,
Fort William, \$2.20; Winnipeg,
\$2.60; No. 12, Fort William,
\$2.30; Winnipeg, \$2.70; plain gal-
vanized wire, No. 9, Fort Wil-
liam, \$2.15; Winnipeg, \$2.55; No.
12, Fort William, \$2.25; Winni-
peg, \$2.65.**WIRE CLOTH.**Patented screen, in 100 ft. rolls,
\$1.60 per hundred sq. feet; in 50
ft. rolls, \$1.70 per 100 sq. feet.**WIRE, PLAIN.**

\$2.90 base.

Bale ties, 14 gauge, single loop,
\$3.65 Winnipeg, \$3.25 Fort Wil-
liam.**WIRE (STOVEPIPE).**

18 and 19 gauge, 5½¢ per lb.

WRINGERS.Royal Canadian, \$38 per doz.;
Eze, \$42 per doz.; Bicycle, \$48 per
doz.; Ajax, \$8 each.

HARDWARE AND METAL'S ELECTRO SERVICE—ASSORTMENT No. 4



Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to
Hardware and Metal, 143-153 University Ave., Toronto, Canada



Kitchen Kumfort Toaster No. 315
"One of the Androck Family"

The New Kitchen Kumfort Toaster

Another Androck Success

It can be used on either gas, gasoline or coal oil stove, toasts two slices at a time and toasts all over alike.

The delicious quality and even color of toast made on the Kitchen Kumfort is due to the special design of the base plate, which distributes the heat evenly, browning the toast all over alike instead of leaving it untoasted in places and burned in others as many toasters do.

Drop us a post card to-day and we will tell all about this unique device and a lot of other quick-selling profit-makers we have for you.

ANDREWS WIRE WORKS OF CANADA, LTD., Watford, Ont.

Tell us what you have been getting in GERMAN and AUSTRIAN WOODENWARE SPECIALTIES

— WE CAN SUPPLANT THEM —

It is our aim to keep our plant running as in usual times and afford all the work possible to our employees during winter.

We would be pleased to have suggestions from the Wholesale and Retail trade and to pay for samples you would submit of anything we could make here.

More washings will be done at home for a time now than have been for some years. This means a larger demand for Washboards, Pails and Tubs. "Cane" quality and finish assure easy sales and satisfaction.

All our Standard products are stocked to render quick shipment.

Hardware Merchants, order from your wholesale!

The Wm. Cane & Sons Co., Ltd.
NEWMARKET ONTARIO

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG



JUST SHOW OUR CATALOGUE

It will make MONEY for you.

IT IS NO TROUBLE TO ERECT OUR GOODS.
WE DO ALL THE DIFFICULT WORK FOR YOU.

Mantels; Electric, Coal, Gas Grates; Portable Baskets, Gas Logs, Fenders and Fire Sets. Tiles and Tile Work in all its Branches.

WRITE TO-DAY FOR CATALOGUE AND PRICES

THE BARTON-NETTING CO., LIMITED

9-11 Pitt Street E., WINDSOR, Ont.

OUR MOTTO "QUALITY"

Corporate Mark

STAMPED ON THE



GENUINE ARTICLE

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

NORCROSS CULTIVATOR-HOES AND WEEDERS

Are a good line to boost because they are among the most modern and practical tools for garden and flowers.



They cost but little more than the ordinary hoe but produce better results with less labor.

The "NORCROSS" line is of the highest quality and finish throughout, and it is very profitable. WRITE FOR 1915 BOOKLET AND NAME OF YOUR NEAREST JOBBER WHO CAN SUPPLY YOU WITH NORCROSS GOODS.

C. S. NORCROSS & SONS, MFR'S.
BUSHNELL, ILL., U. S. A.



Turpentine Producers' Agency

IMPORTERS OF TURPENTINE

LOWEST QUOTATIONS BY WIRE OR LETTER

We Are Also Agents For

BADEN LINSEED OILS

261 MACDONELL AVE. TORONTO, ONTARIO

Men Around the Kaiser

By Frederic W. Wile

Berlin Correspondent of the London Daily Mail.

The only book giving complete and accurate information about all of the great German warriors, statesmen, business men, scholars and all those who figure most prominently in the affairs of that country at the present moment. By a man who has viewed German affairs at close range. Price \$1.00, Postpaid.

Book Department:

The MacLean Publishing Co.
LIMITED

143-153 University Ave.
TORONTO

Every Horse Owner Buys at Sight



OPEN

Kling Hame Fastener

Patented Sep. 7, 1909

CLOSED

The Kling Hame Fastener holds the hames tight and uniform at all times. A child or woman can hitch up as easily as a strong man. Only takes a second to put on or take off, yet the horse can never open it or break it. Lasts longer than the harness. Costs the dealer \$2.25 per doz. Any jobber. Write for circular.

Look for "Kling" on the lever.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener.

D. C. Ross & Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents.

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

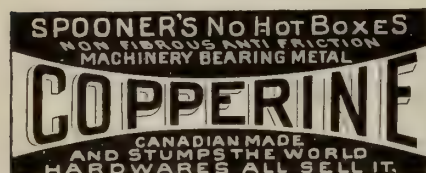
Technical Books, 143-153 University Ave., TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Write for a catalogue of Feed Cookers, made in all sizes, James Bros. Foundry Co., Perth, Ont. Western Representative A. E. Hinds & Co., 420 Chamber of Commerce, Winnipeg, Man.



PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

STEEL STAMPS
LETTERS
FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business.
WILCKES, MARTIN WILCKES CO.
135 WILLIAM ST. NEW YORK

The **PARMENTER BULLOCH CO., Ltd.**
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

A want ad. in this paper will bring replies from all parts of Canada.

Big Profit and Satisfaction in Selling

"AYLMER" Force Pumps



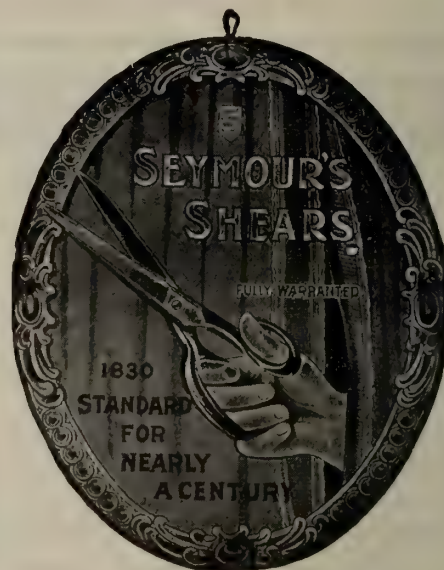
They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to Henry T. Seymour Shear Co.

Selling Agents, **WIEBUSCH & HILGER, Ltd.**, New York
A. MacFARLANE & CO. Montreal
Canadian Agents

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.



NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80 %

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONE METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

**THE INTERNATIONAL
NICKEL COMPANY**

43 Exchange Place, New York.

LONDON

HIGH GRADE

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices. The consignments you receive from time to time are the same through and through. Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents
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Winnipeg; British Columbia, McPherson
& Teetzel, Vancouver.

BAR IRON

**NOVASCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

DRIVE WELL POINTS



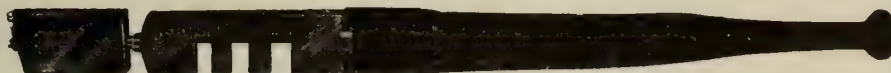
All lengths from 14 inches to six feet. All iron pipe, sizes from one inch to four inches. All numbers of gauze from 60 to 120 mesh. Also Tubular and Washer Points, Earth Augers, Drive Caps, Cast Steel Drive Shoes, Tubular Well Valves, Porcelain Lined Iron Cylinders for Wood Pumps, Brass Wire Cloth, and Perforated Sheet Brass, Pump Leathers, Rod Couplings, Tank Lugs.

PROMPT SHIPMENTS

Otterville Manufacturing Co., Limited, Otterville, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Agents: **A. RAMSAY & SON COMPANY, Montreal.**



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

FOR SALE

FOR SALE—A SMALL STOCK OF PAINT—will sacrifice as it must be sold. For particulars write Box 152, Hardware and Metal, Toronto. (4)

FOR SALE—HARDWARE STOCK—GOOD eastern location. Stock about \$6,000. Turn-over \$17,000. Shows a gross profit of nearly \$4,000. Apply Box 153, Hardware & Metal, Toronto. (3)

WANTED

WOULD EXCHANGE GOOD CITY PROP-erty bringing in good revenue for hardware stock in Western Ontario. Box 151, Hardware & Metal.

SALESMEN WANTED: To sell the high-grade Anti-Klog Hand, Barrel and Power Sprayers and I.M.C. Lift, and Force. Single and Double-Acting Pumps for Hand, Wind Mill and Power use, to the trade on a strictly commission basis. This line is well known. Give reference and territory covered in first letter, which will be held in strict confidence, otherwise no attention will be paid to the application.

ILLINOIS METALS CO.,

No. 50 Center St., - - - - - Plano, Illinois.

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WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN-stalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

THE NATIONAL CASH REGISTER COM-pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. size 8x11 inches. Price \$2.60 post-paid. MacLean Pub. Co., 143 University Ave. Toronto

HARDWARE STORE BUSINESS METHODS—The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price \$1.10, postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

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In Selling a Business
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In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen **AT LEAST ONE** individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:

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Hardware and Metal

MONTREAL TORONTO WINNIPEG

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find \$....., for which insert following advertisement in your "Want" Ad. Page times. (For Rates see top of this page.) (Each figure counts as one word)

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Signed
Town Province

BUSINESS LOGIC!

ADVERTISING is intended to stimulate trade; to establish a connection for the advertiser and make his name well known; to standardize his product and educate the public to an appreciation of its advantages.

¶ If advertising is useful in times of peace, should it not be just as helpful in times of war?

¶ Should not the connection established during a period of commercial prosperity be maintained, even strengthened, until prosperity returns?

¶ Should not the process of familiarizing and educating go on?

¶ If not, why not?

¶ Changes are taking place in the industrial life of Canada. New businesses are coming into existence, some encouraged by the unusual conditions—others undaunted by them. New markets are being opened up. The industrial map of Canada, like the geographical map of Europe, is changing.

¶ The persistent advertiser will keep in touch with his old friends and meet the newcomers. During times of war he will get his share of business and when the war is over his prestige will have been strengthened and his connection enlarged. He will have lost nothing and gained much.

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Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

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Northern Electric Co., Montreal.

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Ford Auger Bit Co., Holyoke, Mass.

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The Stanley Works, New Britain.

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Brown, Boggs Co., Hamilton.

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Tallman Brass & Metal Co., Hamilton.

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MacKenzie Bros., Winnipeg, Man.

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Chain Clutches.

The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Chain Drills.

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Chain, Manufacturers.

The Andrew B. Hendryx Co., New Haven, Conn.

McKinnon Chain Co., St. Catharines.

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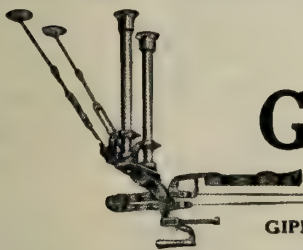
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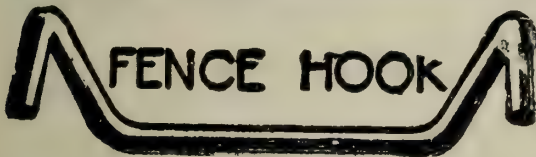
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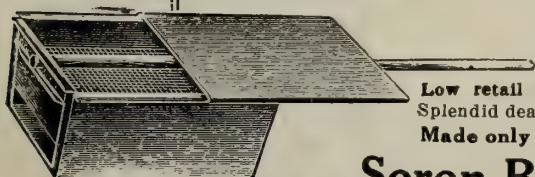
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Iver Johnson's Arms & Cycle Wks., Fitchburg, Mass.
- Roofing.**
Canadian Supply & Con. Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
- Roofing Supplies.**
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.
Paterson Mfg. Co., Toronto.
- Rope.**
Consumers Cordage Co., Montreal.
- Rope Blocks.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Runways, Hand Operated.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Runways, Electric.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Rules and Gauges.**
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Lufkin Rule Co., Windsor.
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Disston, Henry, & Sons, Philadelphia.
Simonds Canada Saw Co., Montreal.
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Burrow, Stewart & Milne Co., Hamilton.
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MacKenzie Bros., Winnipeg, Man.
Sanderson, Harold Co., Paris, Ont.
- Screen Door Sets.**
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.
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Butterfield & Co., Rock Island, Que.
- Screw Driver Bits.**
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Peck, Stow & Wilcox Co., Southington, Conn.
- Screws, Nuts, Bolts.**
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Ltd., Hamilton.
- Screws, Wood.**
Steel Co. of Canada, Ltd., Hamilton.
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B. Greening Wire Co., Ltd., Hamilton.
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Soren Bros., Toronto.
- Steel, Cold Rolled Strip.**
The Stanley Works, New Britain, Conn.
- Steel Wire Hoops.**
Dominion Iron and Steel Co., Ltd., Sydney.
Steel Co. of Canada, Ltd., Hamilton.
- Stencils.**
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McClary's, London, Ont.
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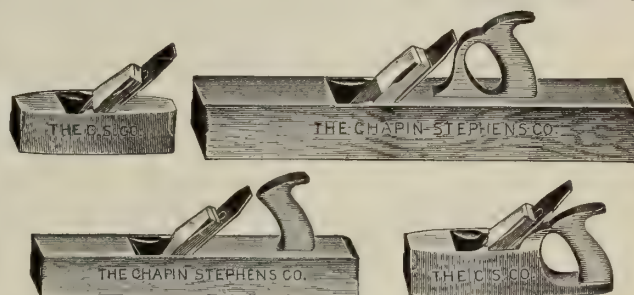


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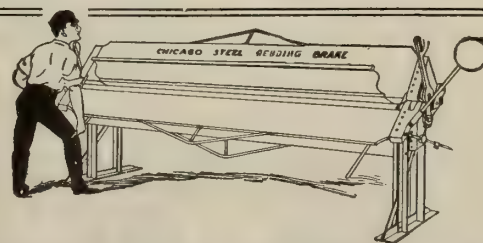
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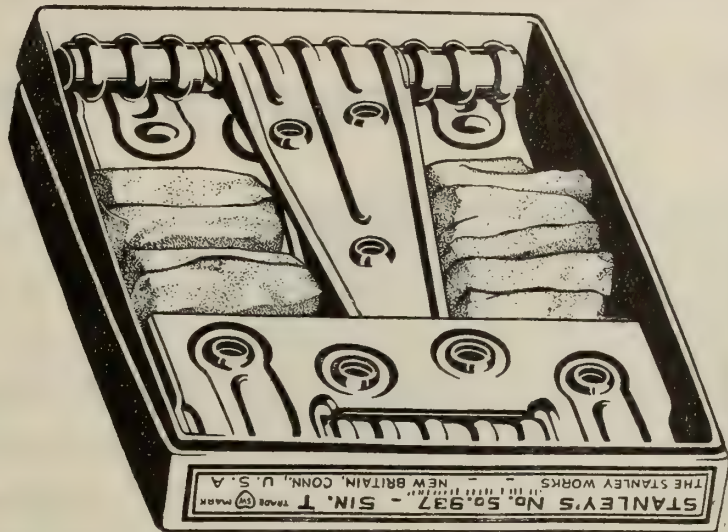
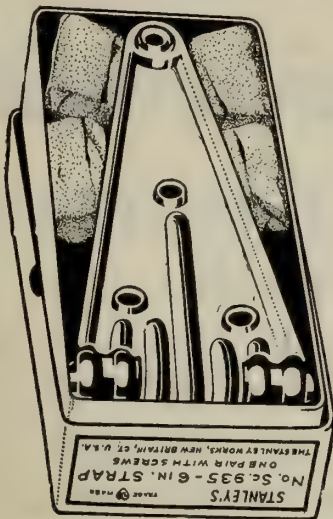
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Tacks. Steel Co. of Canada, Ltd., Hamilton.	Tool Grinders. Richards-Wilcox Canadian Co., London, Ont. Taylor-Forbes Co., Ltd., Guelph, Ont.	Washers. Steel Co. of Canada, Ltd., Hamilton. Wrought Washer Mfg. Co., Milwaukee.	Wire. Frost Wire Fence Co., Ltd., Hamilton, Ont. Northern Bolt & Screw Co., Owen Sound, Ont. Northern Electric Co., Montreal.
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Tea Kettles. Soren Bros., Toronto.	Tool Handles and Lumbering Tools. J. H. Still Mfg. Co., St. Thomas.	Wash Boilers. Soren Bros., Toronto. Sheet Metal Products Co., Ltd., Toronto.	Wire Goods, Bright. Frost Wire Fence Co., Ltd., Hamilton, Ont. Steel Co. of Canada, Ltd., Hamilton.
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ONE PAIR IN A BOX WITH SCREWS SHOULD BE ON YOUR SHELVES

STANLEY'S Corrugated Hinges are greatly superior to the old style hinges. Comparing the two lines, Corrugated Hinges have **greater strength**; consequently **longer life**; **lighter weight** with corresponding **lower freight charges** and a neater appearance. The combination of these qualities of superiority readily explains the **widespread** and **ever-increasing popularity** of Stanley Corrugated Hinges.

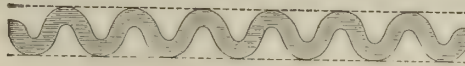


Figure 1

The greater strength with less weight of material is obtained by the application of the old principle of Engineering Design, illustrated in Figure 1. A piece of steel formed as shown by the shaded portion, has very nearly the same strength as a piece of the full area between the dotted lines. It is readily seen how this engineering principle has been used in designing Stanley's Corrugated Hinges.

Ordinary hinges, when they rust, bind on the pin and soon break at the joint.

The Corrugations Around the Joint

of Stanley's Corrugated Hinges absolutely prevent binding on the pin, no matter how rusty the hinges may become. It is in this feature particularly that Stanley's Corrugated Hinges are greatly superior in strength and wearing qualities to any other hinges.

Ask for **Stanley's No. 935 Heavy Strap Hinge**
Stanley's No. 937 Heavy T-Hinge

either loose or packed neatly one pair in a strong telescope box with the necessary screws of just the right size.

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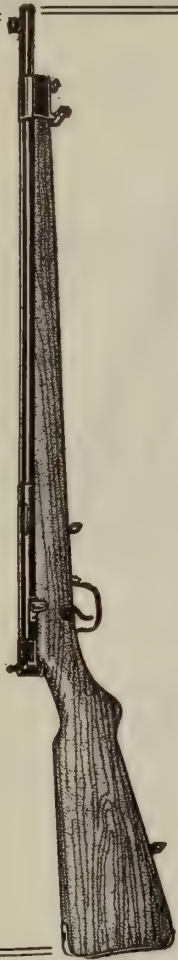
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(Made in Canada)

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FOR HOUSEHOLD USE

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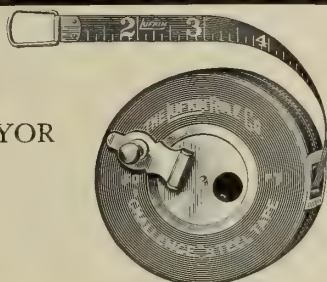
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We manufacture all kinds of lumber tools. Light and Durable.

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STEVENS

TRADE MARK
—FAVORITE—
Reg. U.S. Pat. Off & Fgn

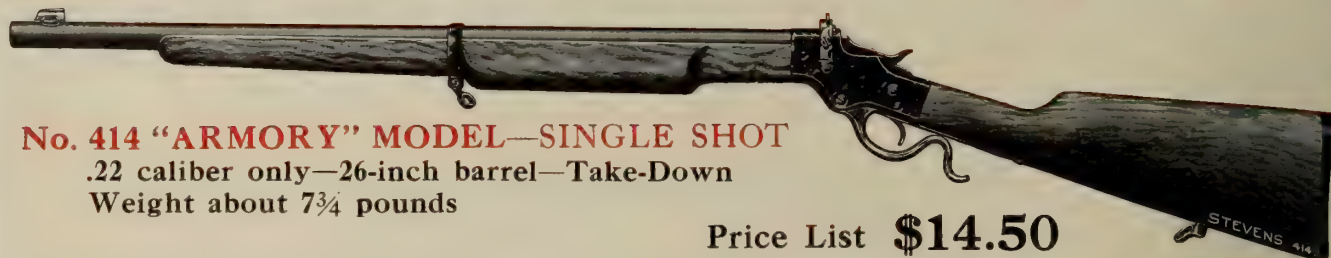
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SINGLE BARREL
DOUBLE BARREL
REPEATING

SINGLE SHOT
REPEATING

SINGLE SHOT

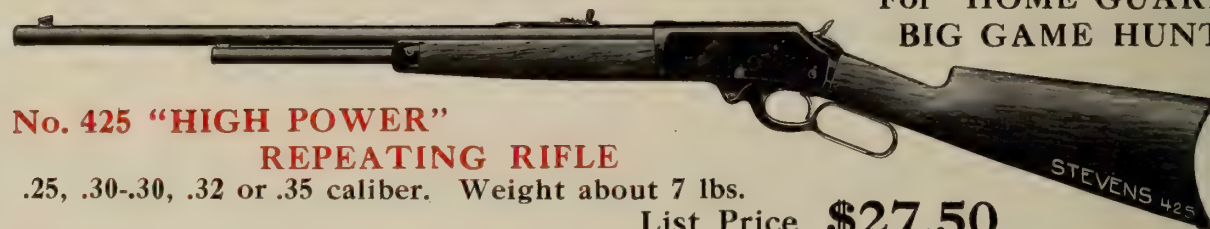
SHIPMENT FROM ANY JOBBER'S STOCK



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.22 caliber only—26-inch barrel—Take-Down
Weight about 7¾ pounds

Price List **\$14.50**

Designed by an expert rifle shooting instructor. Particularly adapted to the requirements of N. R. A. Clubs, High School Teams, Boy Scout Companies, etc., as well as any shooter desiring an accurate rifle at a very low price. Suitable for standing or prone shooting. Holds many records.



For "HOME GUARDS" or
BIG GAME HUNTERS

No. 425 "HIGH POWER"
REPEATING RIFLE
.25, .30-.30, .32 or .35 caliber. Weight about 7 lbs.

List Price **\$27.50**

Barrel 22" round; nickel steel.

Receiver Solid steel, blued.

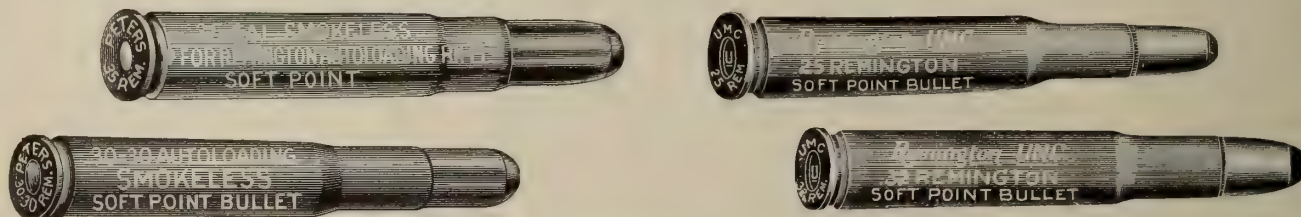
Action Lever style—Coil main spring—Visible hammer.

Stock Walnut with checkered steel butt plate; walnut fore-end with blued steel cap.

Sights German silver blade front and sporting rear. Tapped for tang and telescope sights.

Ammunition Any standard make of rimless cartridges, marked Rem. Auto-loading. Six cartridges may be carried—five in the magazine and one in the barrel.

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970 Broadway, Chicopee Falls, Mass., U.S.A.

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No. 3

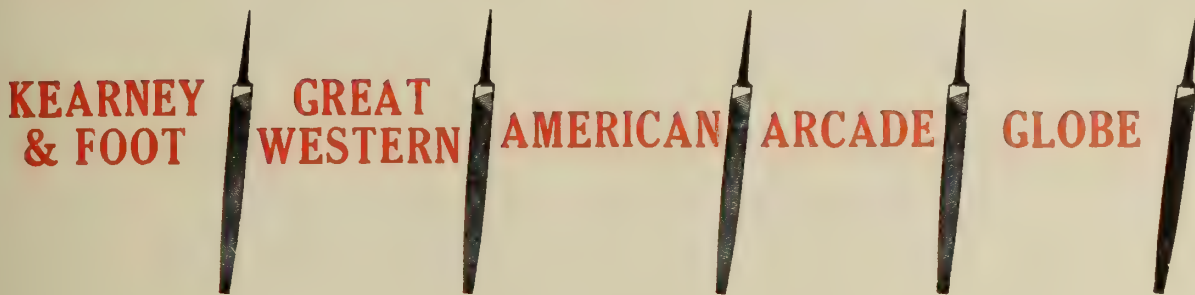
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THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA

January 16,
1915

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1847 ROGERS BROS. 

"Silver Plate that Wears"

That it is MADE by CANADIANS in CANADA, and is equal to the best the world produces.

No better time than the present to advertise by means of Window Displays, and in the papers.

We advertise the goods in general publications; it is for you to let the public know that they can be purchased from YOU.

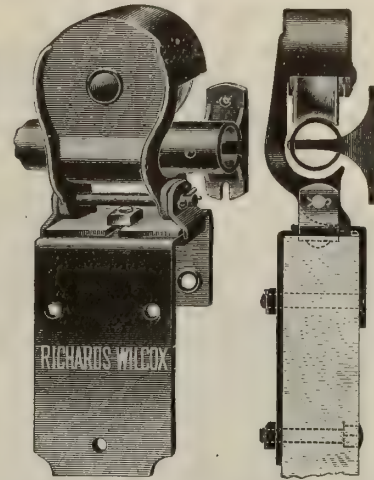
MERIDEN BRITANNIA COMPANY, Limited
HAMILTON, CANADA

IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

No. 543—The Red Runner



1. Completely Flexible, allowing door to swing ninety degrees.
2. Lateral Adjustment, Double Apron, and Removable Hinge Pin.
3. Riveted Malleable Brackets—a great advantage—no shorts.

CANADA'S VERY BEST ROUND TRACK HANGER

Richards-Wilcox **CANADIAN COMPANY, Ltd.**
LONDON, ONT.

Order **STANLEY No. 3000**
"TWINROLD" SELF-TIGHTENING
BOX STRAPPING

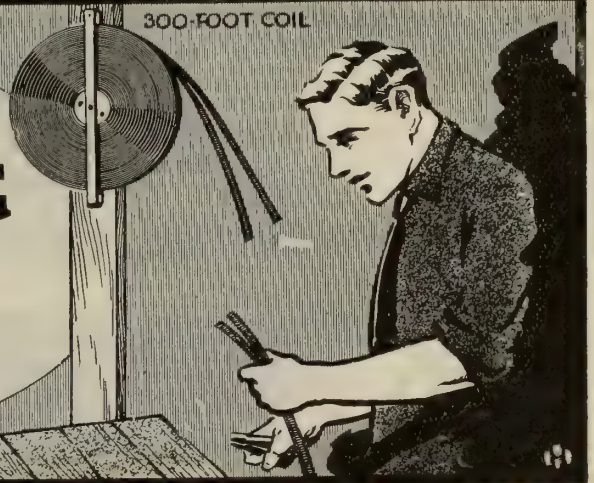
It is coiled double.
 It is self-tightening.
 Nails can't slip in driving.

THE STANLEY WORKS

NEW BRITAIN, CONN.

Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal.

See Page 22

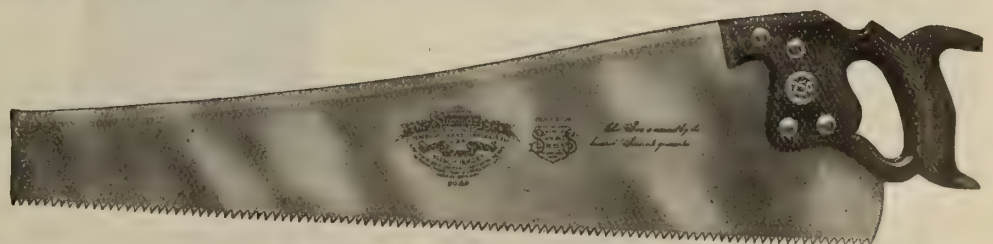


SIMONDS SAWS

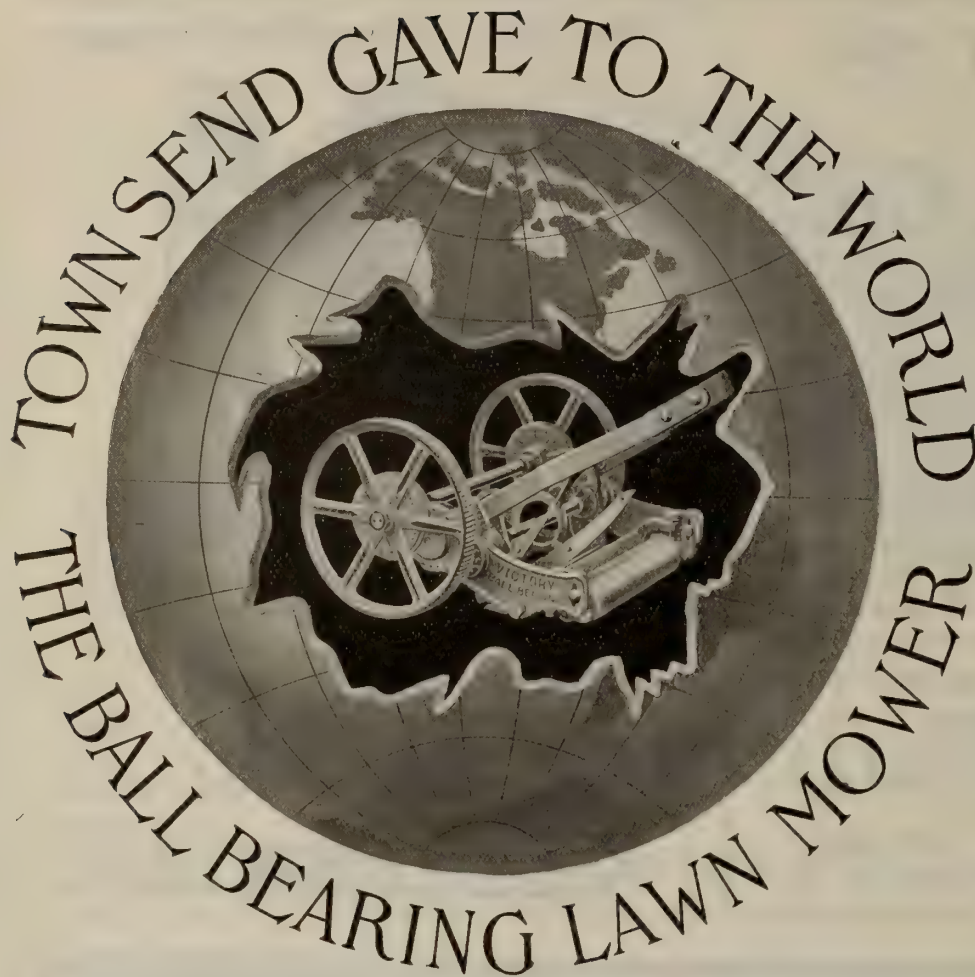
Satisfaction for the
 Carpenter.

Profit for the
 Dealer.

Send for Catalog.



SIMONDS CANADA SAW CO., LIMITED MONTREAL, ST. JOHN, VANCOUVER



No Noise But the Swish of the Blades

Runs easy. Fascinates the purchaser and converts him into a sub-agent.

Whoever starts to sell Townsend Mowers, continues to do so.

For sale by all Canadian Jobbers.

ASK FOR CATALOG

**S. P. Townsend
& Company**

ORANGE . N. J.

H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 ^M/_M)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

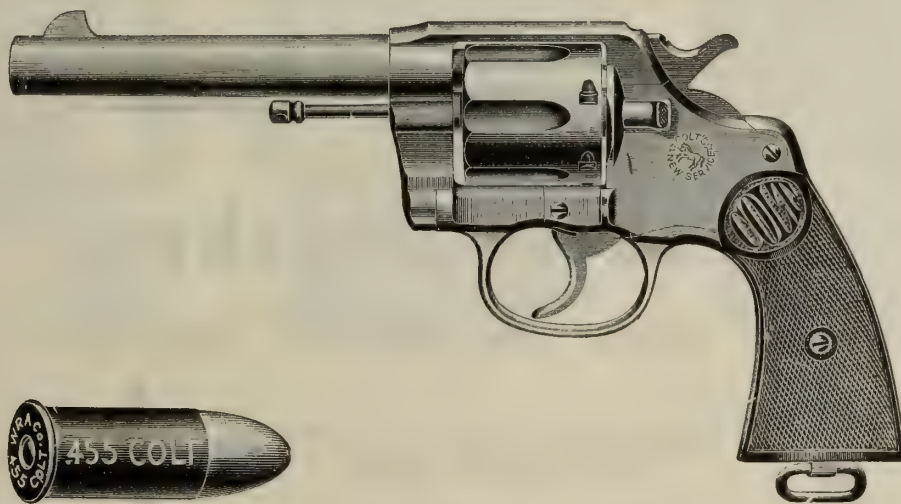
Harrington & Richardson Arms Company, 715 Park Avenue
Worcester, Massachusetts, U.S.A.

COLT'S AUTOMATICS



EXTRA MAGAZINES FOR ABOVE

COLT'S NEW SERVICE



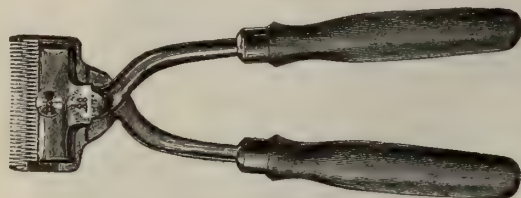
Holsters and Ammunition to Suit Both
LEWIS BROS. LTD., MONTREAL
WHOLESALE HARDWARE

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

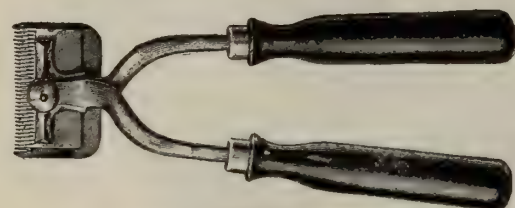
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.



NEW MARKET
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper, retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

*No
Falling
Bristles*



*Flexibility
assures easy
manipulation*

Meakins Brushes

please the best of painters

**They'll get you the "cream"
of the brush trade**

They are under the workmanship of experts from the selection of material to finished product—in Canada.

Send for our catalog—then order from your jobber. If he cannot supply you, we will do so, quickly.

MEAKINS & SONS LTD.
HAMILTON, ONT.

Warehouses: Winnipeg, London,
Toronto and Montreal.

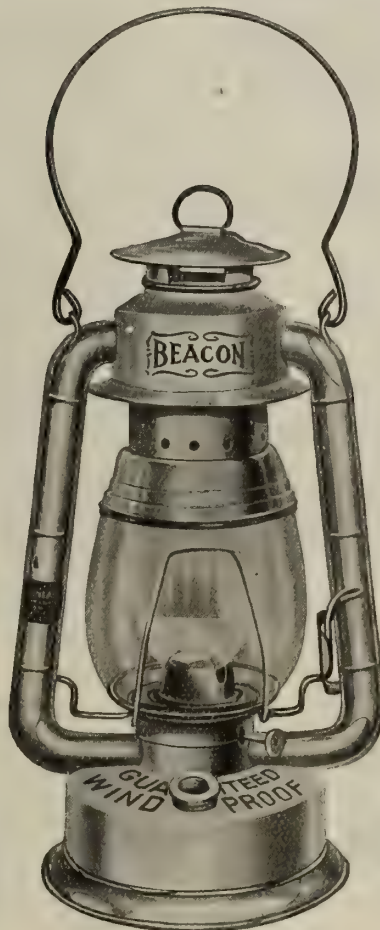




BEACON



No. 3



No. 3



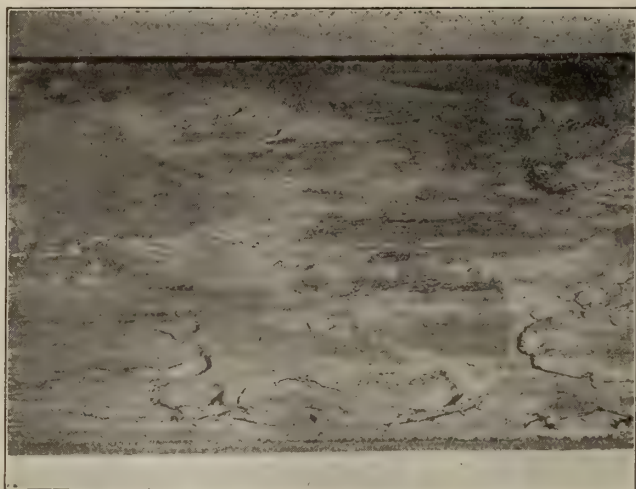
No. 3

Guaranteed for 10 candle power in any wind

Shipments **M**ade **P**romptly

THE SHEET METAL PRODUCTS CO. OF CANADA
MONTREAL TORONTO WINNIPEG LIMITED





The Fight for Durability

Chapter VI.

A remarkable illustration of the importance of heat treatment is shown in the above cut.

It demonstrates what happens to the bar when rolled from a burned ingot.

This bar would be unfit for rolling into sheets, but often in the mad fight for tonnage, bars not so severely burned are allowed to pass in producing steel.

When rolled into plates and sheets the lesser defects are practically covered up.

However, when the sheet is bent into shape or when it is pickled and galvanized, this burned condition manifests itself in the form of a sliver.

If it does not cause the sheet to break or the galvanizing to peel, it eventually offers a weak point for corrosion to set in, which results in rapid decay.

ARMCO IRON Resists Rust

Sometimes burned bars are difficult to detect, but no bars of American Ingot Iron are rolled into sheets without the O.K. of a specially trained expert whose duty it is to throw out every defective bar as soon as it is sheared.

This explains the excellent working qualities of American Ingot Iron and is another guarantee of its rust-resisting quality.

The American Rolling Mill Co.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted To The International Metal Products Company.

Armco - American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

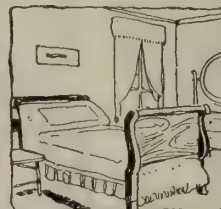
District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, and Cincinnati.

With these four varnishes in stock you can fill the requirements of every property owner and painter in your town.

THE practical experiments of our chemists and varnish experts have proved that one varnish cannot give satisfaction for all purposes.



FOR CHAIRS



FOR FURNITURE



FOR FLOORS



FOR DOORS



FOR WOOD-WORK

A varnish that is suitable for furniture and inside wood-work is not adapted for use on floors, boats, porches, or surfaces exposed to weather and moisture. A varnish to withstand foot friction and rough usage on floors, as well as washing and scrubbing, must have special qualities not found in furniture varnish or spar varnish. So our varnish makers have produced four special varnishes to meet all everyday requirements.

CP SUN VARNISH

A bright, hard Kopal varnish, for use on interior woodwork and furniture, wagons, carriages, store fronts, etc. This varnish presents unusual value for a paint dealer to push.

CP SUN-WATERPROOF FLOOR FINISH

This is a tough, durable varnish, made specially for floors. It dries hard over night, and withstands the severe wear floors are subject to. Water does not affect it or turn it white. Gives fine results on hard wood, hard pine, or any stained or varnished floor.

CP SUNSPAR

A waterproof spar varnish for boats, yachts, and other surfaces exposed to severe weather. Sunspar does not turn white when in contact with hot or cold, fresh or salt water, rain, etc.

CP FLATTING VARNISH

A durable varnish specially prepared to produce a rubbed effect. It dries in half an hour, and can be applied over a full gloss varnish finish, with beautiful results. Very handsome mission effects are produced by applying over Sun Varnish Stain.



TRADE MARK

THE CANADA PAINT CO. LIMITED

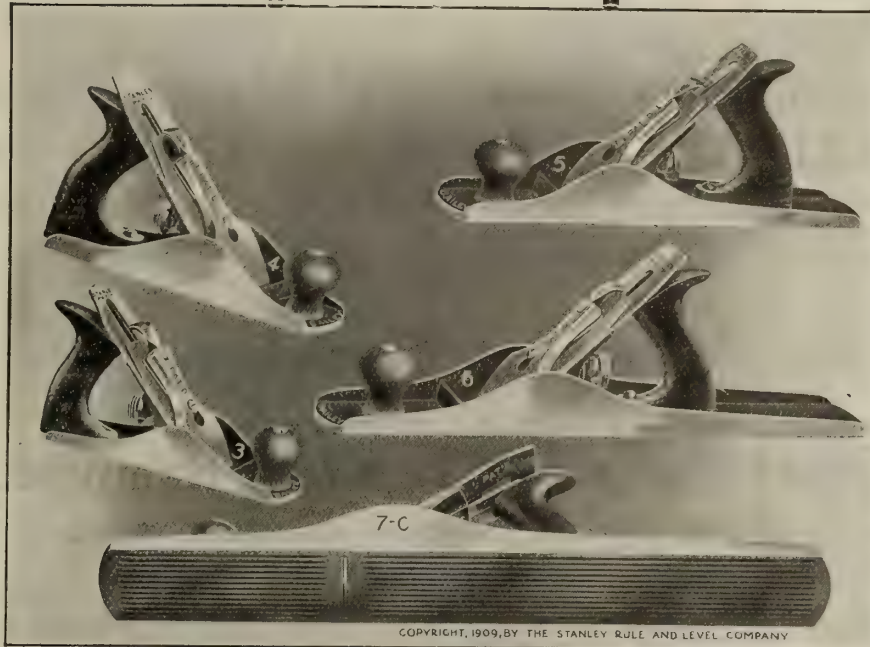
PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS

MONTREAL - TORONTO-WINNIPEG - CALGARY-HALIFAX
OXIDE MINES - RED MILL-QUEBEC

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF ITS KIND

Stanley Planes

though known for years as the best, have been constantly improved from time to time. To-day there is a Stanley Plane for every purpose. We have 133 varieties in stock.


COPYRIGHT, 1909, BY THE STANLEY RULE AND LEVEL COMPANY

STANLEY R. & L. CO.'S "BAILEY" PLANES

That's why skilled mechanics ask for

"Stanley"

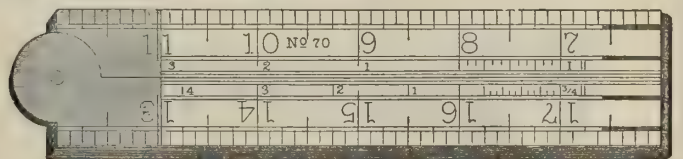
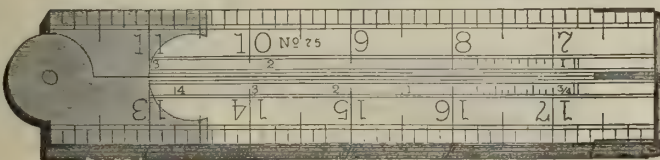
when buying tools, and will accept no other kind.

It requires no effort or argument to sell anything stamped Stanley to the men who use tools.

STANLEY LEVELS FOR ACCURACY



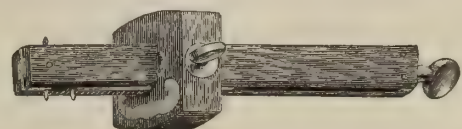
STANLEY BOXWOOD RULES



STANLEY SPOKE SHAVES



MORTISE and MARKING GAUGES



ASK FOR CATALOG SHOWING FULL LINE

CAVERHILL, LEARMONT & CO.

WHOLESALE DISTRIBUTORS

HEAD OFFICE and WAREHOUSES:
MONTREAL

BRANCH:
1073 Hamilton St., VANCOUVER

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

THE "W & B" LINE OF SCREW WRENCHES MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



"W & B" Wood Handle Grips. Length open 6 to 14 inches.



"W & B" Steel Handle Grips. Length open 18 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.

Machinist's Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES, Established 61 Years ONTARIO

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON, CANADA

STEEL and IRON

Angle, Angle Bars, Band, Mild, Merchant Bars, Machinery, Tire, Plain and Twisted Concrete Reinforcing Bars, Plow Beams, Refined, Horse-shoe, Rivet, Etc.

"TIGER" BRAND WHITE LEAD

WIRE NAILS

All kinds and lengths in standard and special gauges.

HORSESHOES and HORSESHOE NAILS

"BELL" AND "M.R.M." BRANDS

TACKS

"INVINCIBLE" FENCING and GATES

STAPLES

Electricians', Fence, Blind, Bed, Poultry Netting, Cooper.

SCREWS.

Bright
Brass
Bronze
Plated
Dowel
Felloe
Headless
Drive
Rim
Wing
Machine
Side Knob
All Style Heads

BOLTS and NUTS.

Stove
Track
Tire
Carriage
Elevator
Machine
Bridge
Hook
Track
Plow

BRIGHT WIRE GOODS.

POLE LINE
HARDWARE
CORRUGATED
FASTENERS

STOVE SCRAPERS

WROUGHT PIPE

PIG IRON
PUTTY

WIRE.

Bright
Brass
Spring
Bolt
Coppered
Liquor Bright
Oiled and Annealed
Rivet
Stove Pipe
Tinned
Bottling
Broom
Bookbinders'
Mattress
Tagging
Whisk
Pin

WIRE HOOPS RIVETS and BURRS.

Boiler
Bridge
Belt
Hame
Chisel Point
Tinned
Coppered
Cooper
Wheel
All Style Heads

COTTER PINS

CARRIAGE
TOP
MATERIAL

SHIPMENTS
PROMPT.

SALES OFFICES:

HAMILTON
VANCOUVER

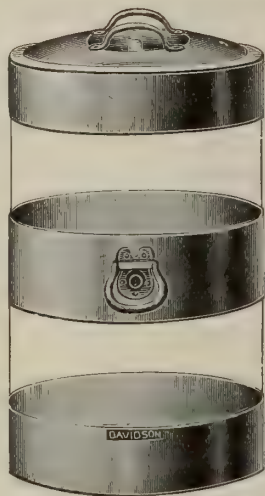
MONTREAL
VICTORIA

TORONTO
HALIFAX

WINNIPEG
ST. JOHN

DAVIDSON'S MILK CAN TRIMMINGS

Broad Hoop Pattern—Roll Rim Bottom

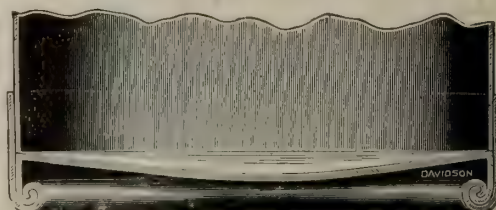


Bottom hoop being made out of extra heavy material and rolled with the grain, overcomes any chance of splitting, the bottom edge being rolled in, in such a way, as to make the bottom practically one piece.

There is no strain on the can when our Patent Roll Rim Bottom is used. There being no Sharp Edge, friction is reduced and practically all tear and wear to factory floors and wagons is eliminated.

Examine the diagram and see how the Outer and Inner Rims are rolled in and then riveted to Bottom Hoop.

WE SHIP PROMPTLY.



The Thos. Davidson Mfg. Company, Limited

Montreal

Toronto

Winnipeg

World-wide

The reputation of the Daisy Vacuum Cleaner is world-wide. It has attained its present popularity by sheer merit. For years the Daisy Vacuum Cleaner has been doing good service in Hotels, Public Institutions, Clubs, and Domiciles of every description in every quarter of the globe, and being a machine that can be thoroughly relied upon it is just the line for export and home trade.

DAISY VACUUM CLEANER

The DAISY Vacuum Cleaner is a fine specimen of superiority of materials, workmanship and finish of the British-made article. It is British to the backbone. Capital, labor, materials, and made in a healthy British factory by well-paid British workpeople.

ENTIRELY BRITISH

REMEMBER THIS WHEN THINKING OF VACUUM CLEANERS.

A large range of hand and power-driven machines from £2:2:0 to £18:18:0

We have just put a new DAISY SWEEPER on the market. It is quite new in design, has many advantages, among which is the Flexible Nozzle Attachment and Removable Dust Bag. It is compact, portable, and very efficient. You should write for new leaflet.

Write at once for Trade Terms and Illustrated Booklet 77.

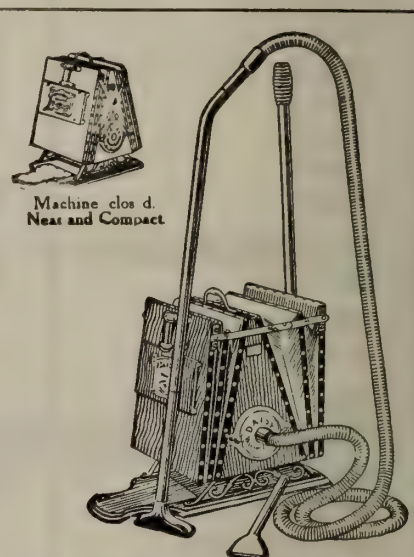
The DAISY VACCUM CLEANER CO., Ltd.

Telegrams: "ILEKLEAN BIRMINGHAM."
Telephones: 405 and 406 East. A B C Code, 5th Edition.

LONDON SHOWROOMS:

17 Philpot Lane, Fenchurch St., E. C.

(One minute from bank.)



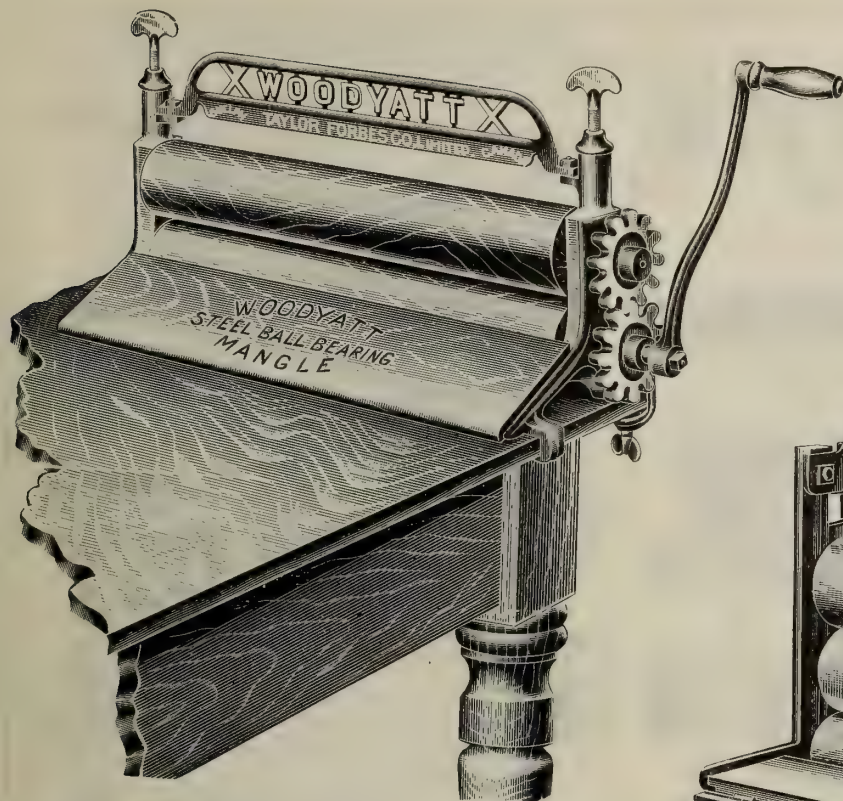
Machine clos d.
Near and Compact

THE "BABY" DAISY.
£4:4:0

Handsomely made in Solid Oak, with nickel-plated fittings; has quadruple bellows, and is collapsible. Complete with 6 ft. hose, carpet nozzle, upholstery nozzle, lengthening tube and lever.

HEAD OFFICE and WORKS:
Leamington Rd., Gravely Hill
BIRMINGHAM

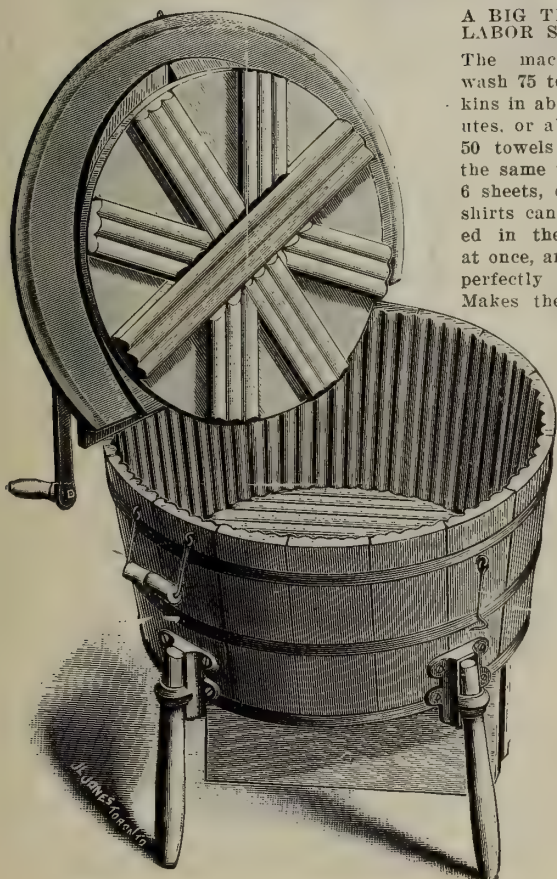
CONTRACTORS TO THE BRITISH GOVERNMENT.



Clothes Mangle—for use on table

Hard maple rolls 24" x 3½". Steel ball bearings.
Good colors.

"Stephenson" Patented Washing Machine



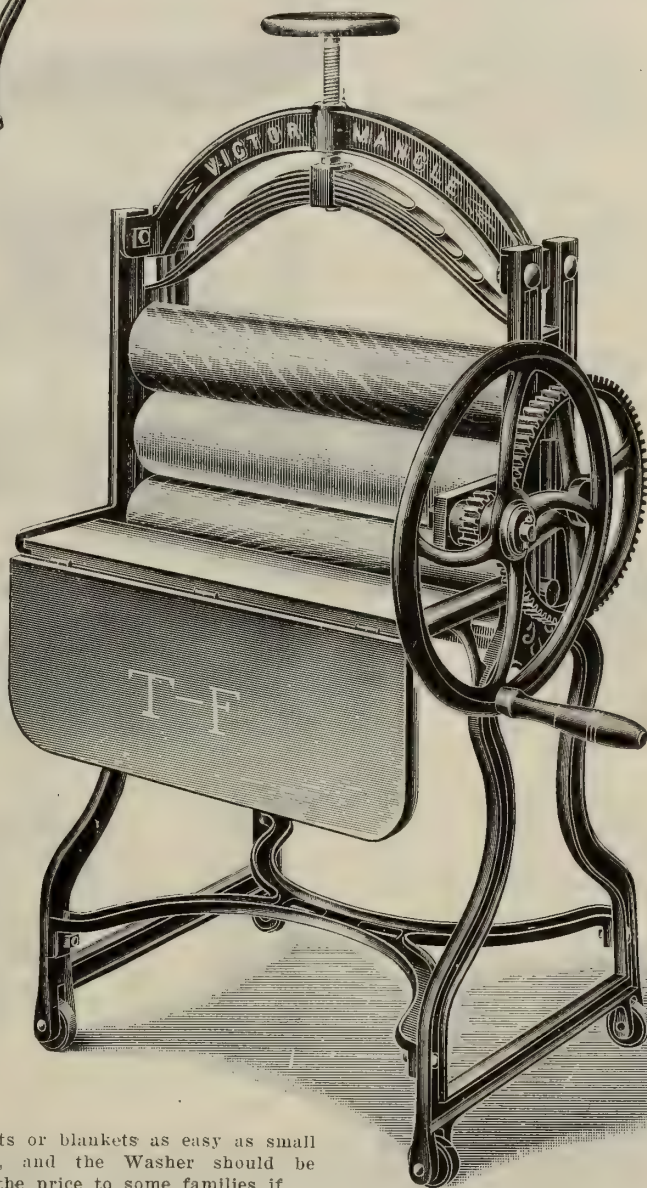
A BIG TIME AND LABOR SAVER.

The machine will wash 75 to 100 napkins in about 5 minutes, or about 40 to 50 towels in about the same time; 4 to 6 sheets, or 8 to 10 shirts can be washed in the machine at once, and washed perfectly clean. Makes the washing

of quilts or blankets as easy as small articles, and the Washer should be worth the price to some families if used on bed clothes alone. Instead of boiling the clothes are put through again for five minutes, with boiling hot water and soap; the steam and hot water, combined with the rubbing and soap, bleaches the clothes better than boiling. It is not necessary to touch the clothes after putting them in the Washer.

Wood work painted, iron work japanned, inside parts galvanized.

If your jobber cannot supply you, write us direct.



Victor Clothes Mangle

Hard maple rolls 24" x 5". Hardwood tables. Tempered cast steel springs. Painted in attractive colors. Plain bearings.

Taylor-Forbes Co., Limited

Head Office and Works: GUELPH, ONT.

Branches and Agents:

Taylor-Forbes Co., 246 Craig St. W., Montreal.
Canadian United Mfrs. Agency, London, Eng.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travelers Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

HARDWARE AND METAL'S ELECTRO SERVICE—ASSORTMENT No. 3



Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to
Hardware and Metal, 143-153 University Ave., Toronto, Canada

For Every Need of the Machinist!

With a well-selected stock of our micrometers you can sell machinists and machine shops micrometers for practically any kind of work requiring fine measuring instruments.

The line includes the common $\frac{1}{2}$ ", 1", 2" machinists' micrometers with ratchet stop and lock nut; screw thread micrometers, sheet metal micrometers, bench micrometers, micrometer depth gages, government type micrometers for the toolroom, quick-acting micrometers, etc.

The accuracy of all Starrett Tools is so widely known that it is a simple matter to help make the proper selection and sell every machinist one or more

Starrett Micrometers

Starrett micrometers are made with ratchet stop and lock nut and in various styles and sizes for measuring from zero up to eight inches. Some are suited to the use of the individual mechanic, while others are for the toolrooms and inspection departments of big shops and may be sold direct to the purchasing agents.

Don't overlook sales on big micrometers direct to the toolrooms of the shops in your vicinity. Our government type micrometers for measuring up to 12" are good sellers for this big trade.

Send for a supply of catalogs No. 20 M.A., giving prices on all styles. Distribute these to prospective customers to cultivate fine tool sales.



The L. S. Starrett Co., ATHOL, MASS.

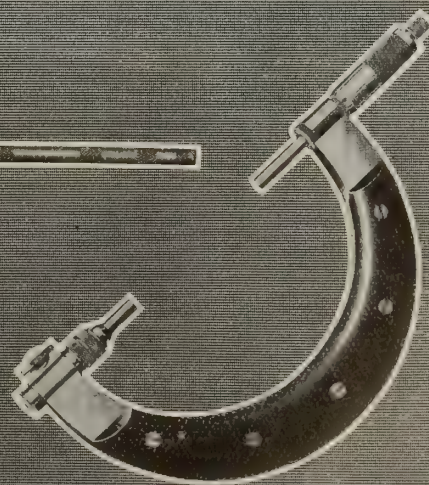
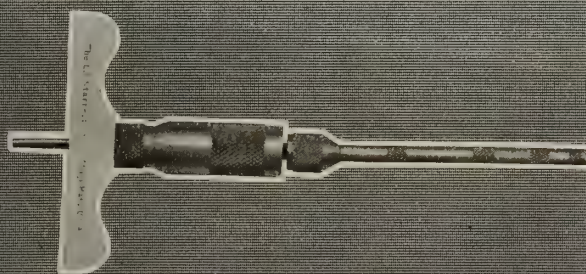
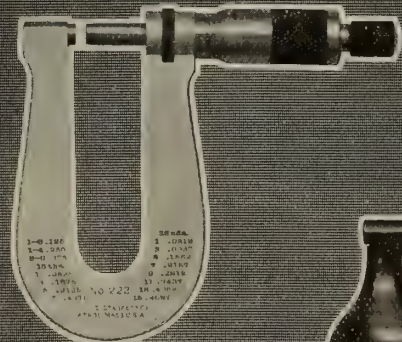
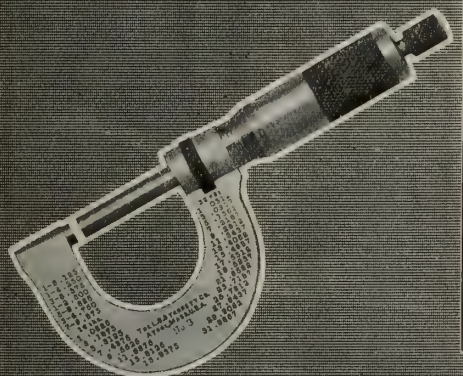
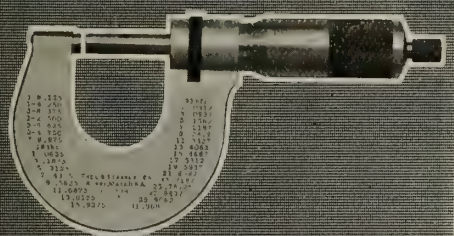
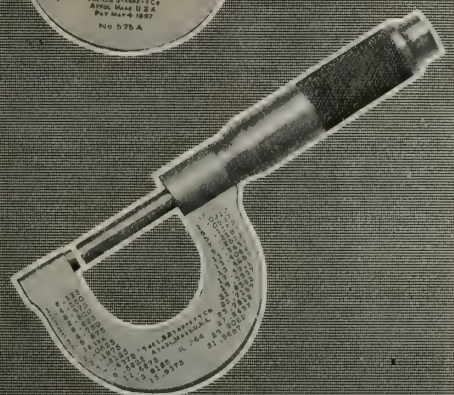
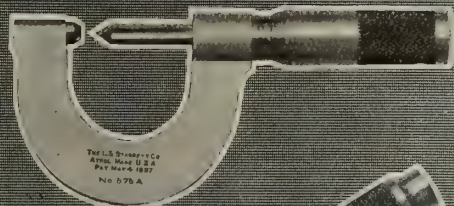
WORLD'S GREATEST TOOLMAKERS


New York

London

42-413

Chicago





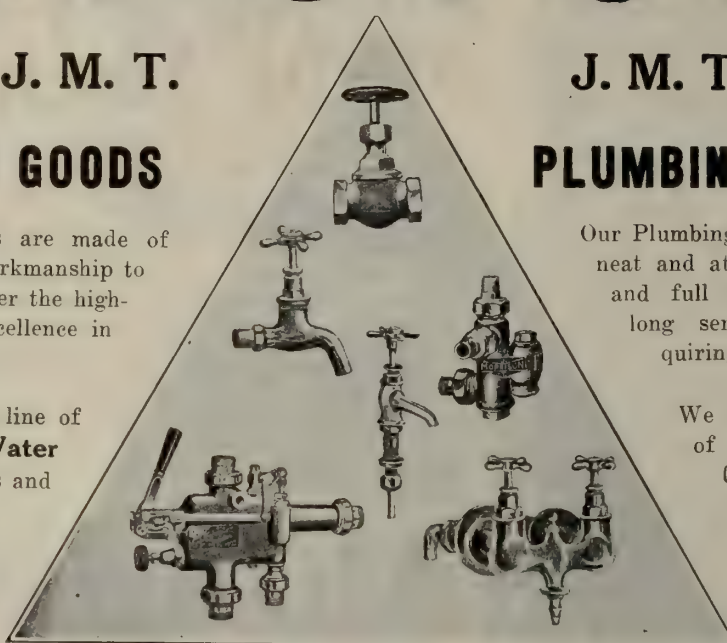
J. M. T.

STEAM GOODS

Our products are made of materials and workmanship to insure for the user the highest degree of excellence in service.

We make a full line of **Steam and Water Goods** in Brass and Iron

Locomotive and Marine Brass Work.




J. M. T.

PLUMBING GOODS

Our Plumbing Goods are made neat and attractive in design and full weight to insure long service without requiring continual repairs.

We handle a full line of **Enamelled Iron Goods and Sanitary Supplies** for use in modern building construction.

The James Morrison Brass Mfg Co. Limited, ⁹³⁻⁹⁷ Adelaide St. W., TORONTO



“PHILADELPHIA” MOWERS

Are always up-to-date in everything.

The only Lawn Mowers with *all the knives* made of

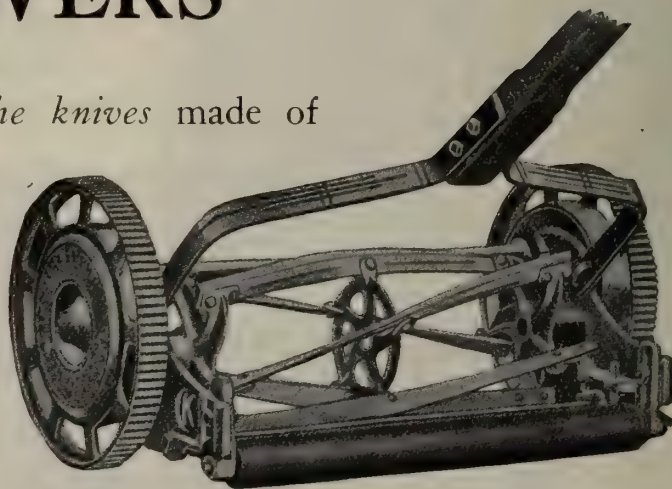
VANADIUM CRUCIBLE STEEL

the Highest Grade and Toughest Steel known.

The “Philadelphia” Lawn Mowers have for 46 years been the standard of the world. With such a reputation it is no wonder they are so popular with the trade who wish the highest grade goods.

21 styles Hand and 6 styles of Horse Mowers, all High Grade.

New Catalogs and prices ready.



STYLE “K”—5 BLADES

THE PHILADELPHIA LAWN MOWER CO.

Makers of Highest Grade Mowers in the World

31st and Chestnut Streets, Philadelphia, Pennsylvania, U.S.A.

The distinctive strength of

Lundy Shovels

will show increased activity
in turnover.

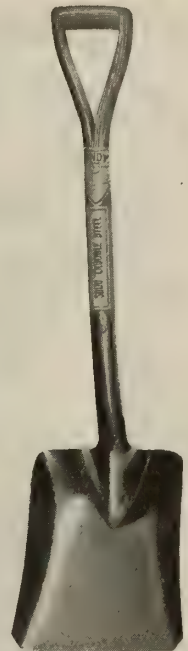


*Cold Rolled
Blade Points*

*Double Ply
Straps*



"D" OR LONG
HANDLE GARDEN
SPADE NO. 2.



RAILROAD and
CONTRACTORS'
SQUARE POINT
"D" HANDLE
SHOVEL NO. 2.

Besides being extra strong at the strap and blade point they have our Patented "D" Reinforced Handle which cannot be equalled by any other style of handle on the market. The **Grip** is so constructed that it cannot possibly work loose in the hand, as nearly all other makes of split handles.

The combination of strength, quality, appearance and service of the Lundy makes sales easy and repeat orders sure.

We make two grades—the Lundy first—the Dandy second.

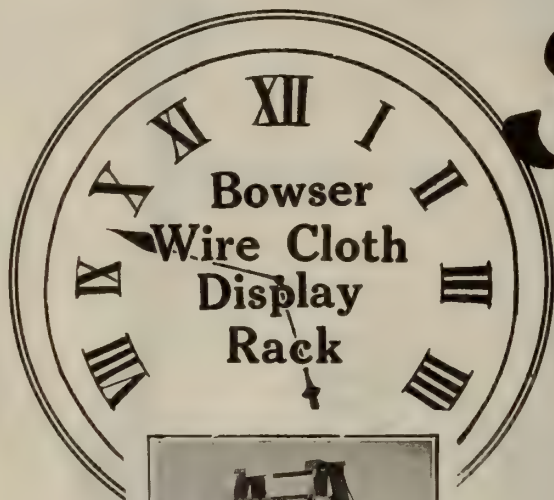
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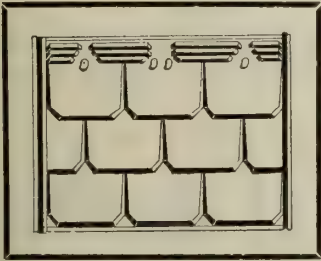
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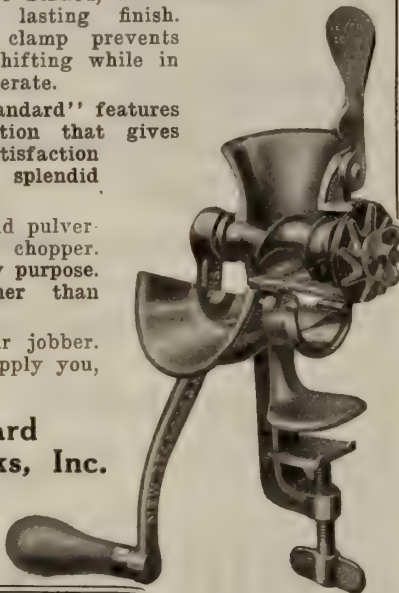
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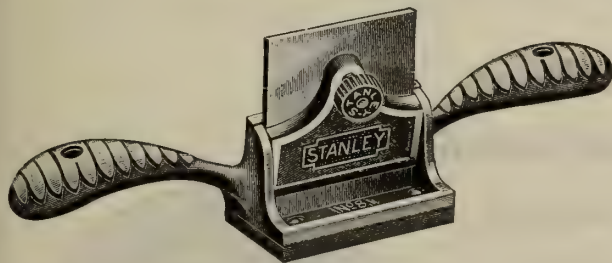
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JANUARY 16, 1915.

No. 3

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HARDWARE^{AND} METAL

Vol. XXVII.

JANUARY 16, 1915

No. 3

Consider Fire Insurance Question

The Necessity for Careful Study of the Policy—The Company, Insurance Clause—Difficulties With Regard to Settlement—The Need for the Adjuster — Some Special Clauses.

YOU can take a horse to the water, but you can't make him drink.

You can talk adequate fire insurance to some retail men until you are blue in the face, but you can't make them insure—not even if you are an insurance agent! There is no doubt that while fire insurance is pretty general it is still not universal, and it is very often most inadequate. There is altogether too much complacency about the matter. Many men go into relations with fire insurance companies like a bull goes for a five-barred gate. Sometimes the bull doesn't do anything but damage himself.

Financial men have been dinning it into our ears for many moons that Canada has an abnormal annual fire loss. The figures are astonishing. It has been stated by experts that they are higher in proportion than those of any other country. The fault is easy of discovery. Everybody blames his neighbor. It never occurs to him to blame himself. The majority of merchants take out a fire insurance policy and so long as they pay their premiums they sit tight and think they have done their duty. The idea that fire may visit their own particular store never occurs to them.

It is not the purpose of this article to deal with the retailer in his relation to the fire insurance company as a bird easy of plucking by a successful plucker. That fire insurance men are crooks is as ridiculous a supposition as it is unfair. But there are good and bad in every trade. To say that fire insurance men are all saints is just as foolish as to say they are all sinners. Nevertheless, there are those companies operating, from whom the retail merchant will be wise to keep away. There are tricksters that the retail merchant can't beat no matter how he tries. Prevention is better than cure. With the best of companies the wise retailer will use all possible caution. And, indeed, the more cautious the merchant is the better pleased will be the company if it is a good one.

Study Your Policy.

The prime factor in getting a square deal over your fire insurance is to know your policy. It is a contract, by virtue of which the company agrees to pay a certain sum of money in case of fire, **providing that the conditions of the contract have been fully adhered to by the assured.** This means something more than mere prompt premium payments. Insurance men—like retail grocers—are not in business for their health. If they find themselves called upon to pay out a sum of money because of fire their first

of the company for whom he is acting. Be sure you are with a company which is strong financially. It may mean thousands of dollars to you.

It is most important that the man who insures should understand his policy. If you were going to buy a house you would peruse the deed to see if all was in order. Yet comparatively few men bother to do this in the case of an insurance policy.

All Policies Identical.

The merchant who is insured in more than one company should see to it that the conditions and particulars and descriptions should be identical in every policy. This has two advantages. First, if you should have a fire it will save a good deal of haggling and misunderstanding between the companies. Secondly, it will prevent any company from giving you a contract so worded that it is useful to the company itself, should anything happen. For instance, a clause that some companies are fond of inserting is to the effect that where additional insurance is carried the company should be bound by the policy most favorable to it, not necessarily its own policy. This obviously is a very good "way out" for the company.

Then, see to it that your policy has this clause, "Further insurance permitted," so that you are at liberty to insure when and with whom you will, in case of necessity, for additional insurance.

That Co-Insurance Clause.

A particular which very often results in disaster for a merchant is the insertion of the 80 per cent. co-insurance clause. Too much care cannot be taken by a retailer who wants fire insurance before he adopts this form. This is a contract by which the insured agrees to keep insured to the extent of at least 80 per cent. of the value of the property. If he fails to do so he himself must stand for any loss which would have been paid by the insurance he should



Some merchants get their policy and are too busy to bother reading it. Later —they wish they had done so.

impulse is to see how small that sum can be made. It is human nature, as well as insurance nature.

The man who is going to take out an assurance policy should, first of all, be sure of the standing of the company which he has in mind. Some companies have lower rates than others. Usually this means that the protecting power of the company is not so good. Since the first objective of fire insurance so far as the insured is concerned is protection, he needs to be sure that his risk is covered by a good company. Get the agent to tell you the financial standing or, better still, show you the balance sheets

have carried in excess of that which he actually did carry.

For example, if a merchant has a thousand dollars worth of stock and insures it subject to this eighty per cent. clause, he is complying with the conditions. Later in the year his stock increases to \$1,500, but the merchant neglects—perhaps only for a day or two—to increase his insurance. Then the fire comes along. The loss and damage amount to \$600. The merchant, under the co-insurance clause, should have had insurance to the extent of eighty per cent. of \$1,500, or \$1,200 worth. Instead of that, he has only eighty per cent. of his original \$1,000, which is \$800. The insurance company, therefore, only pays eight-twelfths of the loss of \$600, equaling \$400. And the merchant must stand the loss of the other four-twelfths of the \$600 loss, which is \$200, himself.

I hear from insurance experts that careful examination into the losses in which the co-insurance law applies justifies the statement that it is most unwise for the small man to have the co-insurance clause included in his policy. Keep away from it. Remember the words "co-insurance," and avoid them as you would thin ice. They are thin ice. Put them up as a bogey, and leave them there. Sometimes they are a help, but only rarely. The risk is too great. The merchant may only be delayed a day or two in getting extra insurance to meet that clause, and yet the fire may happen in that time. It is much better to have straight insurance and pay a little higher rate for it than pick up "co-insurance" from the bargain-counter only to find later that it was far more expensive in the ultimate casting-up of things.

Obviously the eighty per cent. co-insurance clause is a splendid thing if your property never burns up. In return for such a clause the insurance company makes the concession of a lower rate, so that the man who has the co-insurance clause is able to reflect that he is getting cheaper insurance than his neighbor who has not the co-insurance clause. But if he is getting cheaper insurance he is not getting the same protective power, as has been shown.

The insurance companies have two good lines of defence because of this clause. They can try to prove that the amount of the damage is less than the amount claimed by the assured; secondly, they can seek to prove that the value of the property before the fire was more than the assured had figured it, and hence—as we showed by an example above—that the retailer was not insured for 80 per cent., and so did not comply.

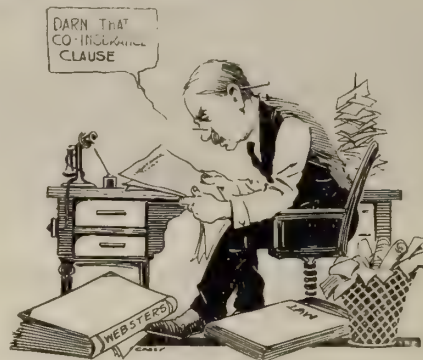
Furthermore, not one insurance agent in twenty, nor one merchant in more than that, understands the co-insurance clause, and the wise man doesn't dabble in things he doesn't understand.

Stock and Property Separate.

Many merchants think that their insurance policy covers their property, stock and everything they have. Most companies insure stock separate from the property, such as fixtures and so forth. The retailer should be careful to see that his policy or policies cover all his belongings. The co-insurance clause, for instance, treats each item separately. When the retailer describes his stock he should not say "stock consisting of," but "stock of merchandise consisting principally of," and in this clause should be included "supplies used in packing, shipping and delivering." No loop-hole should be left. Some insurance companies are adepts for discovering them for themselves, anyway.

Get Hold of An Expert.

When trouble comes along it is natural for us to go to someone who can help. When you are ill you go to a doctor. If you have a fire, go to an insurance expert, an adjuster. This is a point which should be noted. In case of



So says Mr. Merchant when the fire has come along, and he finds that he wasn't totally covered.

a fire it is a certainty that the insurance company concerned will hire adjusters, and at such a time an adjuster for the assured is a necessity. The inexpert retailer cannot hope to win out against a professional insurance man, and he will lose if he tries. It is worth while paying an adjuster his fee. That fee will probably be stiff, because adjusting is an expert's game, but it will be money well spent, for with the adjuster's help you will at least know that the information you give the insurance people will not be used against you. Don't try to do your own fighting with the company, if there is going to be a fight. Pay the adjuster to do the fighting. He is an old hand at the game, and he knows how to get under and over the adversary's guard.

"Specials" for Hardwaremen.

So far this article might have applied with equal suitability to any retailer, almost. There are, however, certain points of special importance for the hardwareman to remember.

(1) If a dealer keeps coal oil or lubricating oil for sale in any quantity exceeding five gallons, a special permit must be endorsed on that policy.

(2) Any quantity of gasoline and benzine kept on the premises must be so set forth in the policy.

(3) If any of the store furnishings such as cash register and so forth are held under lien or sale agreement, the policy must read "in the event of the property hereinbefore mentioned being held under royalty, lien, or sale agreement, this insurance shall be held to cover the vendor and vendee."

(4) The question of the dealer's title to the property or stock should be looked after. A clause should be included which will read, with regard to the property, "owned or held in trust," or "on consignment," or "sold but not delivered," or "for which he is not responsible," or "held under lien, sale or royalty agreements," according, of course, to the particular case.

RAILROAD BUYING STARTED.

Cleveland, Ohio, Jan. 7.—The extent of the slump in manufacturing which took place last year is indicated by the figures of pig iron output, which was 22,970,926 tons in 1914, compared with 30,652,767 tons in 1913, which had held the record, although 1913 was not a satisfactory year in business. The production for December was 1,495,325 tons, a loss of 5,944 tons compared with November. The average daily production for December was 48,236 tons, a loss of 1,806 tons compared with November.

The encouraging fact, however, is that railroad buying has started in a moderate way and that there are many indications that fair business will be booked during the first quarter. The Steel Corporation which was operating at only 28 per cent. of its capacity at the close of the year is now operating at 40 per cent.—Iron Trade Review.

Resumes Business.

Fenelon Falls, Ont.—F. C. Taylor, who lost his entire stock of hardware in the fire some weeks ago, has refitted one of the stores formerly occupied by Terrill Bros., and has placed a new stock of general hardware, stoves, paints, oils, etc., in his new premises.

Appoint New Traveller.

Loehlin Ross, of the warehouse staff of H. S. Howland, Sons & Co., has been appointed traveller to cover the ground from Sudbury to Ft. William formerly covered by the late Donald Roy.

Manufacturing Shells in Canada

A Few Facts Concerning Shells in General—Details of the Work Being Done in Canadian Factories—Work Need Not be Done in Single Plant.

Firms Doing the Work.

BY M. L. SMITH, B.A.S.C.*

THE unity and resourcefulness of the British Empire has not only been remarked in the pursuits of peaceful development but has astonished the world at large and its enemies in particular in time of national danger. During the great South African war, hostile peoples saw and observed that they must settle differences not only with England but with an Empire that valued its integrity as its individual existence.

Our present unchivalrous foes had sought to overthrow our cherished security by the building of great guns and enormous war factories such as they reckoned could not be equaled by little England. In this also, the latest and

recting a few of a large number of misstatements, a short description of the various types of projectiles and the operations involved in the manufacture of the "Made in Canada" variety seems particularly appropriate at the present time.

Projectiles, commonly known as shells, have a number of different purposes and vary widely in construction. In Fig. 1 is shown a simple and much-used form of explosive projectile. The explosive charge is seen encased in the solid steel of the shell and is provided with a detonator at the rear end which is intended to explode the charge upon impact or immediately afterwards. The left half of the figure represents a projectile designed for the destruction of fortresses, earthworks, etc., where high explosive power is required. When required to pierce hardened steel armour, this shell is provided with a covering of softer metal over the hardened point. Otherwise the perforating the hardened protective surface.

Shrapnel Shells.

For the destruction of men and other animate objects, the type of projectiles known as shrapnel are employed. Two typical shrapnel projectiles are shown in Fig. 2, and their operation is as follows. The nose or time-fuse can be adjusted to explode the shell at any predetermined time after its discharge from the gun, and an effort is made to have the shell explode about a hundred yards in front of the enemy and directly above him. The case is made of a high grade of steel and is not itself shattered.

The flame from the time-fuse explodes the powder in the central tube and the rear end of the shell. This simply blows the fuse-end off and discharges the whole load of bullets straight ahead as if shot from an enormous shotgun. The explosive charge is not large in comparison to the weight of metal discharged but, as the projectile as a whole has a very considerable initial velocity, each bullet will have sufficient energy to administer a disabling wound at 100 yards, and bullets enough are provided to furnish one for every square yard of surface attacked.

Timing Arrangements.

Shells are timed both by clockwork and

by a time fuse. A typical example of the later is shown in Fig. 3. Upon discharge from the gun the inertia of the percussion plunger P causes it to shear off the resistance ring R and fly back against the firing pin A which explodes the primer charge J. The flame from this passes through the hole B and ignites the fixed time-train C. This fixed time-train burns around until it comes to the hole E, through which the flame can pass to the movable time-train at its lower end. The movable time-train burns back until the hole D is reached through which the flame obtains access to the powder G which forms part of the bursting charge of the shell.

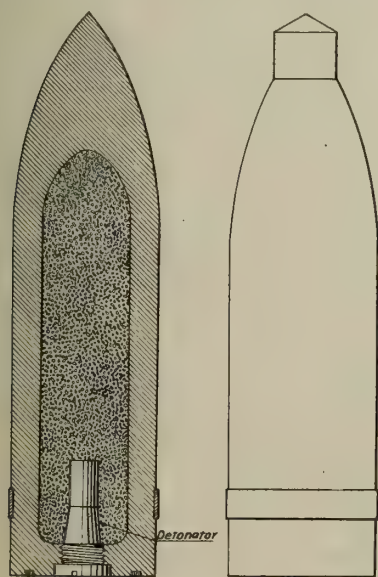


Fig. 1.—Simplest form of explosive projectiles.

greatest of nation struggles, they have found themselves pitted against the factories of the Empire which, though like the converted cruiser in that they are subverted from a peaceful purpose, are nevertheless manned by first-class mechanics who have their hearts in the welfare of the nation. The manufacture of shells in our shops and steel plants, while tacitly commended by the great mass of citizens still has aroused a large amount of interested curiosity as to the general methods and processes involved. By way of allaying many misconceptions and cor-

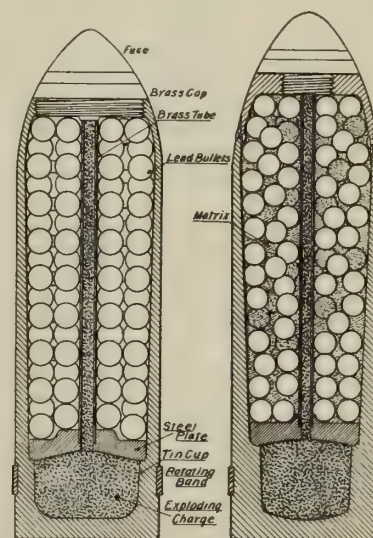


Fig. 2.—Typical forms of common shrapnel.

It is easily seen that, by rotating the movable ring M so that the holes E and D become further separated around the circumference of the shell, the time required for the train C to burn around to the hole E and back along the movable train to the hole D is increased. The time allowed, of course, depends upon the distance the shell has to travel from the gun to the point where it is desired to discharge the bullets, and if the holes E and D be placed directly in line, the shell will explode but a few feet from the muzzle of the gun.

The time-train rings do not form complete circles so that for transportation,

*Associate Editor Canadian Machinery.

or if it be not desired to use the time fuse, the hole E is set opposite the blank part of the train C. In case the shell part of the time-train C. In case the shell fails to explode through the agency of the time-fuse, it will explode upon impact. Upon firing, the percussion ring H slips back over the plunger which carries the firing-pin K. Upon impact of the shell with some solid object, the whole flies forward, the pin K exploding the primer charge T. This instantly ignites the exploding charge G through the tube O.

The Explosive.

The explosive used in all kinds of shells is, in nearly all cases, a high grade of black powder. Few of the higher explosives are suitable for this purpose. Any of the compounds of nitro-glycerine or other explosives which are liable to detonate by shock are manifestly unsuitable. Many deteriorate in long storage,

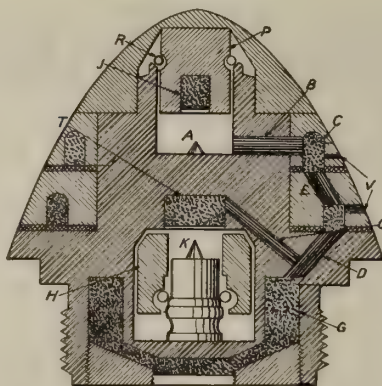
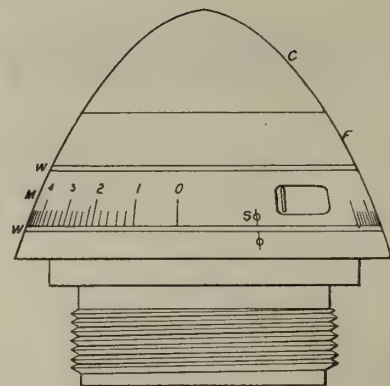


Fig. 3.—Details of adjustable time fuse.



and acids will react with the metal walls of the projectile. Picric acid or its salts, alone or in combination with other substances intended to make it less sensitive to detonation, are much used in the form of the Japanese shimose or the British lyddite. Great care must be exercised with these, however, to prevent the explosive coming in contact with the metal surface of the shell.

In Fig. 2, the left-hand figure represents a typical 18-pound British shrapnel shell such as, along with 15-pounders, are at present being made in large quantities in Canadian factories. The body is forged by hydraulic pressure from a solid billet of high grade steel, and the machining represents two simple series of operations on turret lathes. After the finishing of the machine work and inspection, the cases are subjected to a heat treatment and oil quenching.

The brass cap which screws into the steel body and carries the fuse is turned from the rough casting in four turret lathe operations and is fitted with a brass plug for the purpose of protecting the thread until the fuse, which is made at the Government Arsenal is to be screwed in place. The fuse is kept from becoming loose and screwing out by means of small grub screws.

The central pipe carrying part of the explosive charge is of drawn brass tubing cut to length; shouldered and threaded to screw into the steel plate at its lower end, and is soldered into the brass cap at the top. The powder is contained in a tin cup which is formed accurately to fit the inside of the base of the shell. This means simple press and soldering operations. The bullets, which are about one-half inch in diameter, and of which 364 are required for each shell, are made of a mixture of lead and antimony, and are formed cold in dies under presses. The copper rotating bands are rolled to size and are fastened in place by means of a closing press for the purpose. The interstices between the bullets are filled with a matrix composed of certain forms of pitch or other inflammable substances designed to protect the bullets from deformation when the shell is being discharged from the gun, and to indicate

by its smoke, the exact point where the explosion of the shell takes place.

All the work in connection with the making up of the shell need not be done in a single plant or by a single firm. They are completed with the exception of the bursting charge and addition of the fuses, and are packed in special wooden crates designed to hold six each for shipment. The distribution of the contracts for the manufacture of shells in Canada is in the hands of a special shell committee, and the difficulties encountered in placing, collecting, assembling and inspecting the wide variety of the work involved are much greater than is realized by the man not directly in touch with the task. Some seemingly insurmountable obstacles have been met and overcome and, at the present time, the work is being done almost entirely in Canada, by Canadians, creditably alike to the latter and to the Empire of which they form a part.

The following, among other Canadian firms are filling contracts placed by the Dominion Shell Committee, and what is here enumerated goes to show that considerable thought has been given to the idea of spreading the requirements over a wide area, both with regard to shell quantity and mechanism detail:

Northern Electric Co.—Tin cups, brass tubes and lead bullets.

Thos. Davidson Co. — Lead bullets, brass sockets and brass caps.

Galt Mach. Screw Co. — Brass tubes and grub screws.

John Morrow Screw & Mach. Co.—Brass tubes, brass sockets and brass caps.

Can. Seamless Wire Co.—Brass tubes.

Canada Metal Co.—Lead bullets.

Canada Forge Co.—Shell forgings.

Can. Billings & Spencer Co. — Steel discs.

Chadwick Brass Co.—Sockets and caps.

Nova Scotia Steel & Coal Co.—Forgings, plugs and sockets.

Sheet Metal Products Co.—Tin cups.

Empire Mfg. Co.—Sockets and plugs.

Hamilton Steel Co.—Bands.

Can. Westinghouse Co.—Bands.

Thos. Robertson Co.—Bands.

Firstbrook Bros., Ltd.—Shell packing cases.

TO PUSH SPECIALTIES.

Max Hill, manager of the James Walker Hardware Co., Ltd., St. James street, Montreal, was asked for his opinion regarding business. He replied as follows:

"We do not anticipate that our regular lines will be anywhere near normal for six or nine months to come; consequently, it is our intention to push specialty propositions very vigorously during the coming year.

"One of the outstanding features at the present moment is the process of elimination which is taking place among contractors. During good times, many small ones started up, and became more or less involved due to their inability to finance, and it devolved on the supply merchants of various kinds to carry them along. The last few months has sent many of these contractors, both large and small, to the wall, which is not an unmixed evil, for it clears the atmosphere for legitimate builders, and will in time work out its own salvation.

"We ourselves are fortunate in that we have many departments, and consequently, if we are slack in one, we are usually correspondingly active in others. Our tile department at the present moment is abnormally busy. There are a number of buildings nearing completion, and as we were fortunate enough to secure many contracts, we have a large gang of men at work. Three large contracts on which we are employed at present are the Maxwell Apartments, Congress Hall, and the Lyola College Buildings.

"Taking it all in all, we have much cause for congratulation, both for the present and for at least six months."

Will 1915 Be a Vegetable Year in Seeds

It is Thought That Vegetable Seeds Will be in Good Demand — Can Canada Produce Seed?—German and Belgium Supplies Cut Off—Clover and Timothy Higher, Also Roots.

BY A. H. HARVEY.

A MAN came into the offices the other day, and perpetrated a pun for which he ought to have been punished. He said, "We won't be able to get any seeds from Europe next year." Unsuspectingly and in the guilelessness of our hearts, we said, very naturally, "Why?" "Because," said the joker, "there won't be any germination then."

Many a true word is spoken in jest, 'tis said. Certainly there will not be much germination in Germany. They have their hands too full over there to bother with seeds for export to Canada. But this will not greatly affect the Canadian supply this next Spring. All the stocks had been bought before the war, and those which did not come forward from Germany and Belgium were replaced by stocks from France. This is a chance for France. If they can find time to devote to this business this year they can take away the enormous percentage of seed supplies with which Germany provided the world, and jump into the place of the country which they will thus oust. Undoubtedly, for many years Germany has produced a very large part of the flower seeds that the world consumes.

A Chance for Canada.

Here, too, may be a chance for Canada. Opinions differ. Some seed men say that this climate is not suitable, never will be suitable, for seed growing in any commercial sense of the word. It is said that what growing takes place at present is purely experimental, merely because the climate is too extreme for seed-growing as a successful enterprise. But I was talking to a very prominent and expert man who said, "Nothing of the sort. It is not a question of climate. It is the labor and not the climate that is missing. In Germany and Russia and Belgium the women and children—particularly the former—do most of the seed-growing. And they do it very cheaply. We could not, or we cannot at present, get such cheap labor in Canada. If we would, we could make seed-growing a large and profitable business." The man who said this is an expert in this line, and knows his business. Moreover, it is demonstrated that seeds are grown in America in quite large quantities, in localities where the climate is no more propitious than it is in Canada.

Prognostications for This Year

All sorts and conditions of prophecies are rife as to business for seed men this year. It is generally opined that this will be a vegetable year rather than a flower year. For two or three reasons this is probable. First, while gardens are not an expensive item, still they may be regarded as something which can be done without and if the general public has as little money as it is supposed to have, every economy will be effected in some quarters. And this cuts the other way. From an economy point of view, it would pay people to start their own vegetable cultivation. This can be done cheaply; all they need is a back yard, a few cents' worth of seed, lots of elbow grease and common sense. This is a good line for the retailer to take to encourage people to buy seeds for their own particular cultivation. Point out to them the thrift in each man being his own greengrocer. There are not wanting signs that a good deal was done along this line in several cities last year. The hardwareman who knows his business will mark this sign of the times. Play up the vegetable seed; it will be a paying resource.

As To Prices.

Because of the dearth of sales of flower seeds the rise in prices, which was prophesied will not likely materialize. Anyway, as we have shown, supplies for this season are all right. It is 1916 that will need some weathering. The importers have not had to pay more for their imports, and the American market has proved a good supply store. There is logical reason why prices of flowerseeds should advance. It is more than likely that they will decline, if business does not accrue at present levels.

On root stuff it is somewhat different. Turnips, beets, mangolds, swedes and so forth will be higher. The English supply is short in all these, and prices are up on that account. It is not possible to determine their exact level at present. Most of the seed men have not gotten out their final catalogue, and to a certain extent prices are competitive, according to source of supply and a half hundred other conditions affecting each individual seed firm. But prices generally in these lines are higher.

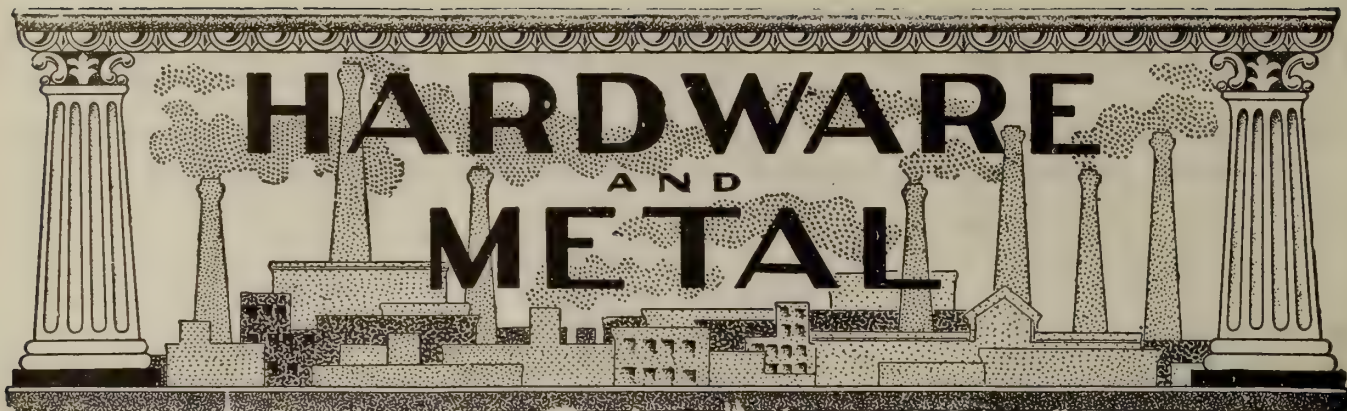
Clover and timothy are decidedly high-

er, though in neither case is this put down by most dealers to the effect of the war. There is a natural advance trend from the winter on towards the spring. Both lines are therefore dearer now than in November, for instance. But over and above that there has been considerable demand and prices have naturally stiffened. This is particularly true of clover, and of white (lawn) clover most of all. Three years ago you could get it for 25 cents a pound. It is nearer 85 cents to-day. This is a little difficult for the layman to understand, because these two lines are Canadian products, and the supply is not affected any more this year than usual. There are no markedly powerful influences in boosting prices, unless it be that there are pretty heavy exports. There are exports every year, of course, but these are more considerable this year. Possibly that accounts for the appreciation in price.

Export Trade Affected.

This matter of export, however, is affected in various ways. Take bulbs, as an example. There is a big export trade done in these, but this year the chief market was closed. Germany usually takes large supplies, but she was not a purchaser this year, and the consequence was that dealers were forced to cope with the problem of disposing in Canada and over the line of a double supply. Probably America will find that that is going to be the case, to a certain extent, with flower seeds. Some of America's European purchasers will certainly not be in the market. The effect should therefore be to send prices down, on this account.

Seed men generally have not found business too bad; despite the unsettled condition of trade. Of course, theirs is a different business to some others, in that they have a few weeks when they really do a very large business while the rest of the year is more or less dull. They have, therefore, to make hay while the sun shines. This is partially reflected in the trade of the retailer carrying seeds. There are only certain times in the year when he can make good on them but at those times, he should reap enough of a harvest to pay him for carrying stocks for the balance of the twelve months when there is little demand.



VOL. XXVII. No. 3

Toronto, Canada, January 16, 1915

Two Dollars per Year

Editorial Briefs.

IT IS UP TO the retailers throughout the country to offset the mail order catalogues going out now.

* * *

AN announcement recently made in a trade paper is likely to bring back memories of happy days to many men past middle age. This was none other than that copper-toed red-topped boots are coming in again. These were all the rage about forty years ago, and, according to all accounts were "some boots." They could be both seen and heard.

* * *

ACCORDING to reports people out West are now thinking more of farming than of real estate. It is a good sign. If Western Canadians had thought more of farming and less of real estate in the last few years, the West would be far more prosperous than it is. When the sub-division area of the West is plowed into wheat fields there will be real money circulating in the country instead of script.

* * *

BECAUSE he sent a receipted bill for a pair of shoes by parcel post in a dummy package, and marked the package "C.O.D., 4.50," alleged to be due on a purchase of footwear, a Milwaukee dealer was fined \$25 for violating the postal laws. The parcel post will do many things in the business world, but it is not yet ripe for the collection of accounts in accordance with the plan adopted by the Milwaukee dealer.

* * *

IN commenting on the binder twine situation and outlook, the Cordage Trade Journal, New York, says that fibre values are lower than they were a year ago, especially on the better grades of Manila. Sisal fibre is three-quarters of a cent lower than at the opening of 1914, while Fair Current Manila on spot is actually $\frac{3}{4}$ c higher than on January 1, 1914. Mid-way is $1\frac{3}{4}$ c lower, and good current is 3 cents lower. Thus, prices of the Manila grades of binder twine should not be proportionately as high this season as they were last year.

* * *

ON SEVERAL recent occasions reference has been made in this paper to the brush situation, and the difficulty which some manufacturers were up against in securing raw materials. A recent weekly report of

the Department of Trade and Commerce, dated Birmingham, England, stated as follows:

A Canadian firm has recently expressed a desire to purchase bristles from the United Kingdom. For the benefit of importers it may be stated (if not generally known) that bristles are very scarce at the present time and prices are advancing. This is due to the cessation of imports from Russia, valued last year at \$1,487,000; from Germany, valued at \$530,000; from Belgium, valued at \$28,000; and the usual supply from France, valued at \$156,000, being considerably curtailed.

Changes in the Tariff

THERE is a disturbing sense of expectancy in hardware trade circles over rumors which are circulating regarding proposed changes in the Tariff. It is well known that owing to the unprecedented situation created by the war steps have to be taken to increase the country's revenue. Just what method will be adopted is the cause of much speculation, and some uneasiness. Proposed tariff changes are usually closely guarded by the Finance Minister and only on a few occasions has advance information been allowed to leak out. Fortunes have been made and lost in speculating on the tariff. It is rather significant that a great many Canadian wholesale firms in booking orders for foreign-made goods for spring or future delivery are stipulating "Subject to Tariff Changes." It is also hinted that some firms are buying in anticipation of a general advance in the tariff. There is gossip to the effect that there will be a general advance of 5% or 10% on the present tariff and that practically all lines will be affected. This of course is only gossip, but there is a possibility that action of this nature is under consideration. This would undoubtedly be the easiest and quickest way of meeting the unprecedented situation, but would it be the best? We believe that the question which is indeed a momentous one should be carefully considered from all angles and that the conditions of our Canadian industries should be carefully studied. Could the tariff not be arranged so as to give protection to the Canadian industries which need protection the most. Every effort should be made to assist Canadian manufacturers, especially those who have been handicapped by not having sufficient protection. Another point which should not be lost sight of is this. If changes are made there should be some

assurance that they will be of a permanent or otherwise nature. Just at the present time new industries are being started and many others are contemplated. If through any change which may be made in the tariff new industries are started, they should be given some assurance that the protection under which they start business will have a degree of permanency. Always, the building up of our home industries and the encouraging of new ones should be a matter of first consideration.

The Secret Rebate.

DESPITE the fact that it is generally known that the giving of secret rebates is illegal, the practice is still being indulged in by many people. A great deal has been said and written in the past about the retail merchant and his price-cutting tactics, and it is very unfortunate that so many firms indulge in indiscriminate price cutting instead of standing up for a legitimate profit, but, the fact should not be overlooked that the retailer is not alone. There are to-day, and have been for many years past, some wholesalers and manufacturers who extend secret rebates. Associations and agreements do not appear to prevent the offering of extra 5-7½-10 or 12½ per cent. "under the hat" concessions to some firms. There are, of course, some large firms quoting one price to all. They have quantity discounts which any merchant who can handle the stated quantities can obtain, but they do not make concessions to the favored few. On the other hand there are wholesalers and manufacturers or their representatives who agree on one price to-day, and go out to-morrow to offer secret rebates in a manner which is very unfair to many of their customers who do not get in on the Under the Hat Quotations but have to pay the long price.

Canadian Failures.

COMMERCIAL failures in Canada during 1914 were more numerous than in preceding years. The aggregate indebtedness also increased considerably. Total insolvencies numbered 2,898 against 1,719 in the previous year. The liabilities were swelled to \$35,045,095, as compared with \$16,979,406 in 1913.

The most unfavorable showing was made by the trading division, in which there was a numerical increase of 948 and an expansion in the amount involved of about \$10,000,000. In manufacturing lines there were 162 more defaults than in 1913 and the liabilities were larger by \$4,000,000. Losses among brokers, agents, and similar concerns were 120 in 1914 against 51 in 1913 with liabilities for \$5,303,968 in 1914 against \$1,505,224 in the previous year. Geographical analysis of Canadian insolvency returns indicate that, numerically, improvement was alone disclosed by Nova Scotia and Newfoundland, while in Prince Edward Island there was no change from 1913. The record for other provinces was adverse. In regard to liabilities, a particularly unfavorable showing was made by British Columbia. While failures in Canada during 1914 have been very numerous it is a noteworthy fact that business assignments during 1914 were proportionately fewer among hardware merchants than among merchants engaged in other lines of business. This may be explained partly by the fact that retail hardwaremen are on the average more experienced in handling financial affairs, and that the majority of Cana-

dian hardware merchants are men who served many years in the severe school of practical experience before venturing into business for themselves. When a new town is opened up you generally find that the first hardwareman to open up a store—and the hardwareman is usually the first merchant—is a man who is a graduate of some well-known firm and that he has had a training which will assist him to overcome the obstacles which often put the inexperienced businessman out of business. During 1914 a great many undesirable merchants in various lines of trade were forced to go out of business. Many of them would never have made a success of business for themselves and they were making it hard,—on account of their unbusinesslike methods,—for other merchants. The fact that the larger majority of Canadian retail hardwaremen are practical businessmen, is an important factor in the stability of the Canadian hardware trade.

Fire Proofing Shingles.

IN A RECENT number of Conservation issued by the Commission of Conservation, is published an interesting article pointing out the value of paint, as a fire preventive, when used on shingles. The information should prove exceedingly interesting to retail hardware merchants, many of whom have been rather lax in pushing the sale of paints and stains for shingles, although there is an almost unlimited field for the sale of these products in Canada.

Building conditions in Canada are such as to make the use of shingles for roofing houses, stables, etc., almost universal. Their general use, in an unprotected condition, adds considerably to the ordinary fire risk, as well as to the conflagration hazard, and, consequently, increases the insurance rate on the buildings concerned. To overcome this disadvantage, numerous investigations and experiments have been and are still being made with the object of discovering a material the application of which will render the shingle roof fireproof, or, failing this, to secure a process of treatment of shingles whereby they may be included in the category of slow-burning structural material. Thus, it has been demonstrated that the use of a good quality of linseed oil carrying a suitable pigment will materially reduce the hazard. By the application of paint, the shingles are protected from the weather, thus preventing warping and the formation of pockets in which hot cinders may lodge; irregularities in the surface are also filled up by the paint.

Experiments have demonstrated that, under a one-minute exposure to flame, painted shingles are barely affected while unpainted shingles are badly attacked. Under a three-minute test, the unpainted shingles were severely burned while the effect upon the painted ones was such that the actual burning was limited to the portion directly exposed to the flame, the paint retarding the spread of the fire and the charring of the wood. In the absence of any positive fireproofing material, the results obtained from the use of paint upon exposed shingles may be considered one of the best means of reducing the fire risk on shingle-roofed buildings. Nearly every large paint manufacturing firm includes in its line of products paint suitable for shingles, roofs, etc. Would it not be a good plan for retail hardware merchants to make special efforts to push the sale of shingle paints and stains during 1915?

1914 Metal Trades Review

*Industrial Depression and Noteworthy Events During 1914 and Effects on the Metal Trades—Charts Showing Price Fluctuations During the Year.
Effect of War on Trades.*

THE industrial depression prevailing in Canada at the opening of the year was very apparent in the iron and steel trade. Conditions were similar to the last few months of 1913 when trade fell off after a period of good business earlier in that year. A noticeable feature during 1914 was the falling off in building permits; most districts, every month, showing a decrease over the corresponding month of the preceding year. This of course, vitally affected the steel trades, as it included in the decline larger buildings, also factory extensions. The financial stringency was of course responsible for the curtailment. It also had the effect of retarding the development of industries generally and putting a check on the building of new factories.

Another feature affecting the steel trade was the decline in railway construction which up to the last few months had been proceeding at a rapid rate. The railways were obliged for economic reasons to considerably curtail their expenditures, and new projects were the first thing to be abandoned. The policy of retrenchment was carried so far as to stop buying locomotives and rolling stock except that absolutely needed. Locomotive and car builders consequently suffered, and rail mills were quiet all the year. The Government grant to the C. N. R. raised great expectations of large expenditures in connection with the completion of the road, but the unexpected happenings in August put a stop to that also.

A revival in the steel trade was looked for in the late spring, but it did not materialize to any marked degree, although the industrial situation did improve during the summer. Prices on bars, plates and small shapes which had kept at a steady level until early in May dropped a dollar a ton and remained at that level until early in August when they went back to the original figure. It will be noted that during the first half-year the steel trade had been quiet but gradually improved towards the latter part of that period.

This improvement, however, was not destined to continue, for early in August, Great Britain and of course Canada, became involved in the most gigantic struggle that the world has ever seen. Naturally the trade of the country was then thrown into a state of

chaos and for a time there was a species of panic in business circles. All industries were affected for a time, but gradually the commonsense attitude of the people asserted itself and a serious effort was made to keep the wheels of industry moving, and as many men employed as possible. This effort met with a certain amount of success and conditions were later on further improved when orders for several million dollars' worth of war equipment and material were distributed among Canadian concerns.

The steel trade was unfortunately rather badly hit by the war as the orders placed for war material did not by any means compensate for the loss of business from ordinary sources. Strong efforts were and still are being made by representatives of all the steel mills to obtain new business, but in this they have only so far been partially successful. There have been many views expressed as to the benefits which may accrue to the steel industry on account of the war. Up to the present the war has had a distinctly adverse effect, and the possibilities of much new business in this direction can only be conjectured.

During the second half-year, the financial stringency affected the steel trade as during the first half, but only more acutely. Manufacturing plants using iron and steel were exceptionally quiet, operating at considerably reduced capacity. Foundries were also in the same condition, and at the end of the year there are few signs of any immediate improvement. The building trade during the second half-year was even in a worse condition than at any time during the first half. The demand for structural shapes therefore fell off considerably. From the low level reached at the end of July, prices in August advanced to the same level as obtained in January. At the beginning of October the highest level of the year was reached but, by the middle of the month, prices began to decline until the present low level was reached early in November.

Pig Iron.

Pig iron, while subject to practically the same conditions as steel, did not fluctuate to the same extent, prices keeping fairly steady. Early in the year the market was weak and never assumed any degree of strength. Prices gradu-

ally declined and at the end of the year are at a slightly lower level than at the beginning. The Canada Iron Corporation's furnaces at Midland, Ont., were shut down throughout the year, but all other plants have produced some pig iron. At the end of September, the Victoria Furnace at Port Colborne, Ont., was blown out, while in November the Steel Company of Canada blew in a furnace at Hamilton which had been shut down for some time. There was a light demand all the year.

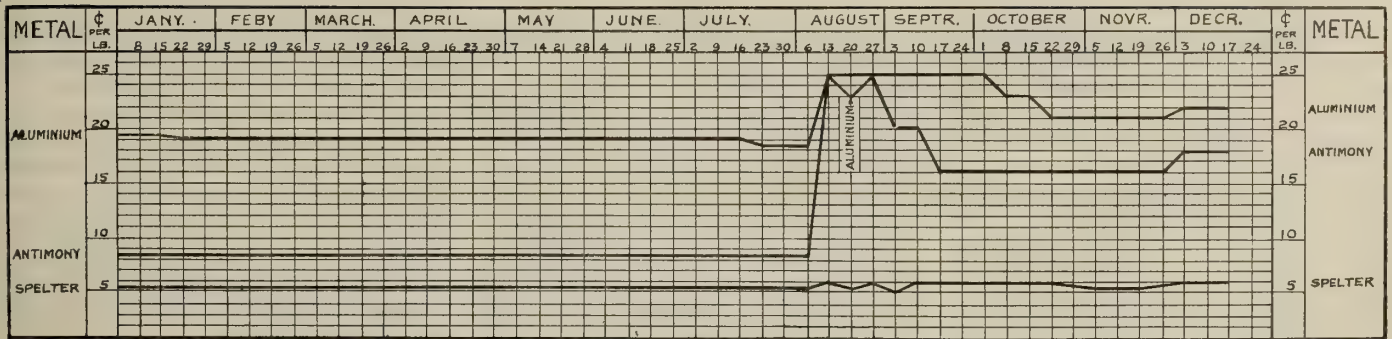
With regard to steel products generally, it is hardly necessary to mention them in detail, as business was dull in all lines. The returns of the year when published will show a marked falling off even from the preceding year which could hardly be called a boom year. A satisfactory feature, however, is the optimistic spirit which prevails in business circles; a feeling that the depression is only of a temporary nature, and that in time the steel industry will revive and develop to a greater extent than ever before experienced. One result of the war may be that a more extensive line of products will eventually be made in Canada. The opportunity has been presented, and it is to be hoped that it will be possible for the mills to take full advantage of the situation which is unparalleled.

The important part which metals play in time of war will be conceded when it is realized that tin, copper, lead, and antimony are indispensable in the manufacture of its munitions. For this reason, the fluctuations in the metal markets have for the past five months been followed with more than ordinary interest. With the exception of tin, however, which reached a phenomenal figure, the other metals have, considering the situation, been fairly steady.

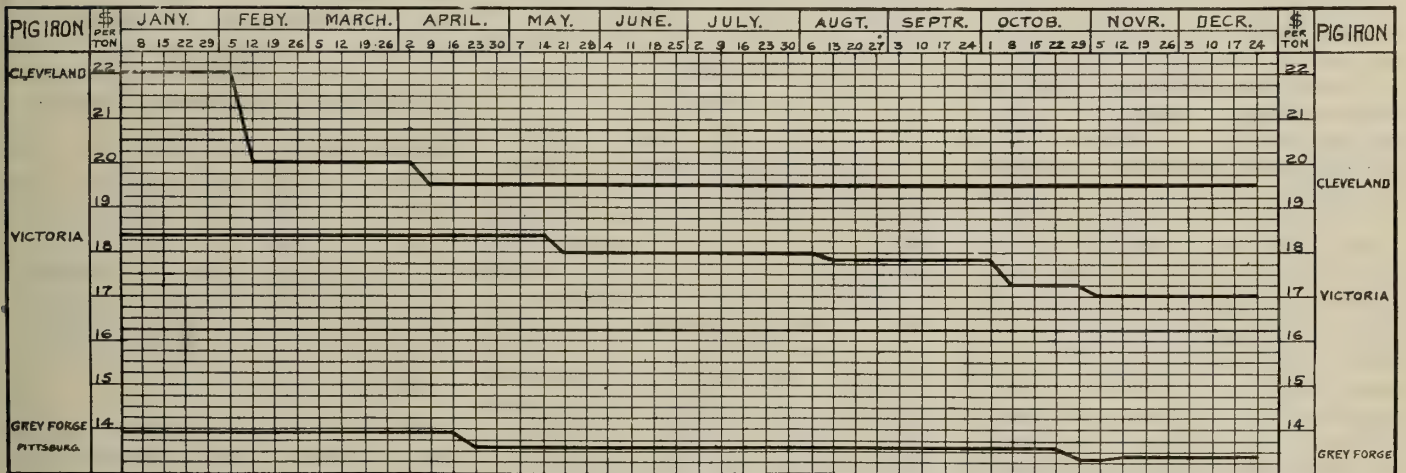
Tin.

At the beginning of January, tin was at a rather lower level than the average for each of the two preceding years. The market held fairly steady until May when the price dropped to around 35 cents, and early in July to 34 cents, reaching the lowest level of the year, although equalled again in the middle of October.

On the outbreak of the European war early in August, the price of tin went up to 70 cents. The price was, however,



PRICE FLUCTUATIONS OF ALUMINIUM, ANTIMONY AND SPELTER DURING 1914.



PRICE FLUCTUATIONS OF LEADING ENGLISH, CANADIAN, AND AMERICAN BRANDS OF PIG IRON DURING 1914.



PRICE FLUCTUATIONS OF TIN, COPPER AND LEAD DURING 1914.

more or less nominal as the conditions were at the time so unsettled that little trading could be done; also the London and New York metal exchanges were closed down, making the situation more complicated, although it was advisable to take this step. There was for a time a great deal of uncertainty as to the possibility of obtaining supplies of the metal, but this situation was relieved as soon as it became apparent that the British navy had secured control of the trade routes. Little trouble was experienced eventually in obtaining supplies with the exception of one or two cargoes lost in the Indian Ocean.

After the destruction of the German cruiser "Emden," the possibility of further trouble was eliminated. Although the demand was and is still heavy, there has always been enough tin in sight to meet requirements, consequently the price soon came down to a more nominal figure, touching 35c at the end of September. Towards the end of October the market again became weaker, but since then it has been gradually getting stronger until the end of the year finds tin in a strong position at 36 cents. The metal exchanges in London and New York opened on November 9 and had a steady effect on the market. In tin as in other metals there has been considerable price cutting at various times during the past few months and in a few cases prices have been quoted as low as 33c.

Copper.

In time of war, copper is one of the most important of all the metals, but the market, considering the circumstances, has been remarkably steady. The market this year has not been subject to the same fluctuations even as in some previous years. The supply is more or less controlled according to the demand. The main sources of supply, the United States and Mexico, were never in danger of being cut off from the principal market, which this year has been Europe. The copper situation, however, is very unsettled, as being contraband of war, it is subject to seizure by Great Britain when consigned even to neutral ports. Negotiations, however, are under way between Great Britain and the United States towards possible relief of the situation.

At the beginning of the year, copper was at its highest level, being around 16½c. Weakness in the market, however, developed during February, and the price dropped to a shade under 15 cents and was maintained until the middle of August, when the market developed further weakness, the price gradually falling to 13 cents at the end of October. This price held during November, but in December the market showed strength, and the price gradually rose to 14 cents. At the present time quotations range from 13½ to 14c.

Lead.

The fluctuations in the lead market for the year represent about 1 cent. The highest point being reached early in August and the lowest around the end of October and early part of November; since then the market has been getting gradually stronger. Lead, considering the conditions which prevailed since the early part of August, has kept remarkably steady. In the first seven months of the year business was generally quiet, and the market featureless. Since the outbreak of the war, the ordinary business has fallen off, but the demand for it in the manufacture of munitions of war has increased in volume, and this will, no doubt, be maintained if not augmented during the coming year.

Spelter.

Dullness was the principal characteristic of the spelter market until August, when the war broke out and created a unique situation. The world's production and consumption are in normal times fairly evenly balanced. As the German, Austrian and Belgium productions are now cut off, the United States is the only large producing country. In ordinary times, the latter consumes practically its entire production, and this in conjunction with the present heavy demand from Europe, makes the spelter situation at the close of this year a strong one. There has been comparatively little fluctuation in prices during the year, the difference between the high and low levels being approximately 75 cents. The price was steady until August when the market became somewhat erratic. A high level of 6 cents was reached early in September and maintained until the end of the year with the exception of a temporary weakness early in November.

Antimony.

The heavy demand for this metal for war purposes has caused a considerable advance in price. On January 1, the market stood at 8.25 cents, and this held until the first week in August when the price jumped to 25 cents. The price began to drop at the end of August, until by the middle of September a 16-cent level was reached. This figure was maintained until the end of November when the market strengthened and the price rose to 18 cent. at which it has since continued firm. At the present time the situation is an interesting one, and there appears to be little doubt but that the present price of antimony will be maintained while the war lasts.

Aluminum

This metal has, in common with others, been affected by the war conditions. The difference between the extreme levels was 6½ cents, the gain since the first of the year being 2.50 cents. The year started with the price at 19.50 cents, but soon

dropped to 19 cents this figure being maintained until towards the end of July, when the price dropped further to 18.50 cents. It did not stop at this level very long, as in the second week in August, the price jumped to 25 cents and, with the exception of one slight drop, it remained, at that figure until October. After this, the market weakened and, by the end of October, 21 cents had been reached. Early in December the price advanced to 22 cents and that level has since been maintained.

Twenty Years Ago In the Hardware Trade

The following items were taken from the issue of Hardware and Metal of January, 1895:—

"The annual dinner of the Hamilton Commercial Travelers' Association was held at the Royal Hotel on Friday night. Mr. Harry Wright presided.

Mr. Harry Wright is still in Hamilton and has many friends throughout the Canadian hardware trade through his many years' connection with E. T. Wright & Co.—Ed.

• • •

Mr. John M. Taylor, manager of the Toronto Radiator Mfg. Co., who has been ill for a month is rapidly recovering.

John M. Taylor is now president of the Taylor-Forbes Co., with head office at Guelph, and branch offices at Montreal, Toronto, Winnipeg, St. John, N.B., Vancouver, B.C., London, Eng.

• • •

"Thos. S. Hobbs, of the Hobbs Hardware Co., London, and representative of the Forest City in the Ontario Legislature, was on Friday night banqueted at the Queen's Hotel, Toronto."

Thos. S. Hobbs is still located at London as head of the Hobbs Hardware Co. He is also interested in the Hobbs Mfg. Co., Independent Cordage Co., and a number of other enterprises.—Ed.

• • •

"J. O. Thorn, manager of the Metallic Roofing Co., Toronto, left for Great Britain last Thursday on an extensive purchasing trip."

J. O. Thorn is now managing director of the Metallic Roofing Co., of Canada, Ltd., Toronto.—Ed.

Hardware and Metal's Question Box

Saskatchewan hardware and plumbing firm have trouble with a bath apparatus they have installed and ask for explanation.

Editor Hardware and Metal,
Toronto, Can.

Dear Sir.—We enclose herewith a rough sketch of a bath apparatus lately installed here and which is not giving satisfaction. We would be greatly obliged if, in your next issue of Hardware and Metal, you will give us your advice and suggestions for overcoming the trouble stated below.

The rough sketch will fairly explain itself. The boiler is on the same floor as bath and is connected with water-front as shown, which is about two feet away. The hot water pipe for bath is taken from top of boiler, drops under floor, runs a distance of about 10 feet and rises to bath tap. The cold water supply tank is about 1 foot higher than top of boiler and the supply pipe is taken through top of boiler as a stand pipe to within a foot of bottom of boiler. The original trouble was a constant thumping and shaking when anything of a fire was going, and the hot water was forced up the supply pipe in the cold water tank. To overcome this latter difficulty, a $\frac{3}{8}$ inch vent pipe was taken from top of hot water pipe as shown, with the open end discharging over the tank. This was done with the idea that there might possibly be air accumulating at the top of the boiler and causing the hot water to back up the supply pipe. This vent pipe has apparently cured this, but there is still the kicking and thumping

going on to an even greater extent when there is a good fire in the stove, and the water is occasionally forced through the vent pipe over supply tank. This is, however, only intermittent. Can you advise us what steps to take to cure this kicking and thumping nuisance? It seems to us that there is undue pressure on the boiler when there is a large fire on, due to some obstacle to free circulation.

Yours truly,

BATH SUPPLY.

The trouble with this installation can be accounted for in several ways. The water-front may be too large, or the boiler too small. There is, however, one thing which would account for the trouble as well, and that is the style of connection between the water-front and range boiler. We have never seen a range boiler with tapings the same as those which appear on the side, as shown in Fig. 1, the sketch submitted by "Bath Supply."

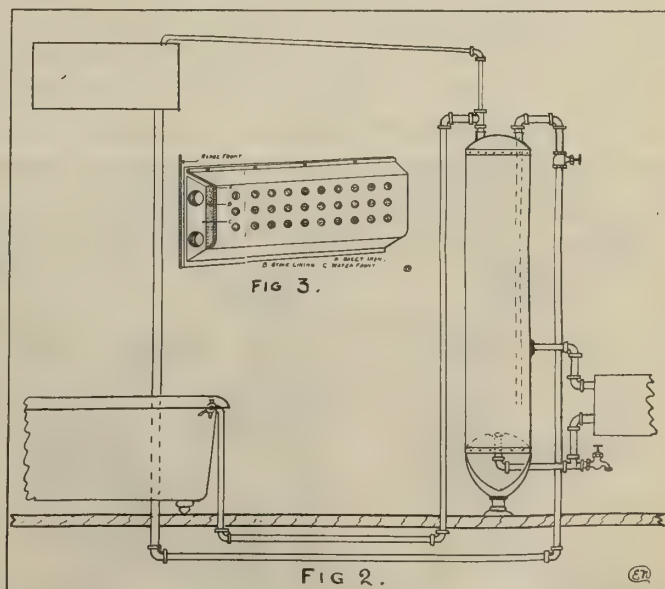
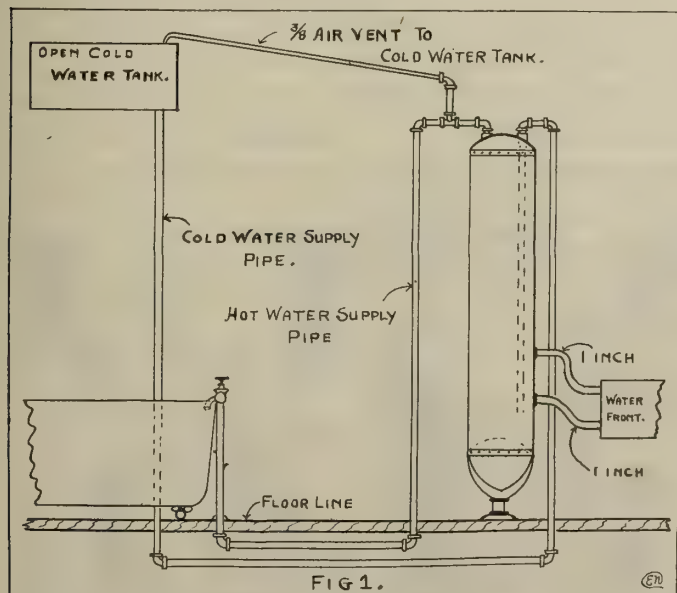
The vent would also have been more effective if taken off as shown in Fig. 2. The proper method for connecting water-fronts and boilers is shown in Fig. 2. Further, unless there is a large amount of hot water required, we do not think it is necessary to use a larger size of pipe that $\frac{3}{4}$ -inch, whereas we note that "Bath Supply" has used 1-inch pipe. There are two very common reasons in this installation which would account

for the rumbling noise. These are, first, improper connection at boiler and water-front, which prevents circulation, and second, when water is drawn off the cold water enters the boiler and meets the water which we suppose gets very hot; because on the one hand there is not the amount of water drawn off before it gets excessively hot, and the cold and hot water meeting sets up a kind of explosion, which spends itself by creating a rumbling noise. If there is no improvement after the change of connection is made between the water-front and boiler as shown in Fig. 2, we would suggest that a portion of water-front be covered as shown in Fig. 3. This is a sectional view of a water-front with the whole surface covered. A portion could be covered in the same manner, thus reducing the heating surface of the water-front.—Editor.

WAR ORDERS.

The Neverslip Manufacturing Company, of New Brunswick, N.J., has received an order for a million dollars' worth of horseshoes, horseshoe nails and calks for the Russian army. Night and day forces are to be put to work at once and the order, it is said, will not be completed for seven months.

Elmvale, Ont.—Chas. Snyder, hardware, has sold out to J. H. Simpson.



Ethelbert Evergreen—The Junior Clerk

The Troubles of Ethelbert Evergreen the Junior Clerk to be a Weekly Feature in Hardware and Metal—His First Job With the Grinder Hardware Company. Washing Windows the First Duty.

WITH this issue of Hardware and Metal, we introduce Ethelbert Evergreen, the Junior Clerk. From now on he will figure in these pages, in connection with his adventures and trials as a hardware clerk, providing that each week there is something happens to him interesting enough to chronicle.

How Ethelbert entered the hardware business was on the wise. His father was a farmer in an Ontario town who had made considerable money. His son Ethelbert had been some help on the farm, though when he was fifteen, his father had made enough money to give up farming. With the proper paternal instinct he was anxious to give Ethelbert his chance in life. He decided to move to the city. One of the main reasons for his so doing was that he had decided to start Ethelbert in the hardware trade. You see he was a farmer, and the average farmer thinks that there is wealth untold in the hardware trade. It is one of his stock arguments that the hardware merchant makes a huge profit on the articles he sells. Mr. Evergreen thought, therefore, that as the hardware trade had been making fortunes galore out of him, his son had better fare forth and make a fortune out of other farmers. Moreover, as young Ethelbert wisely observed to his father, "I shall know a lot about the hardware business, Dad, through what I have studied in the hardware sections of the mail order catalogues." Which his father thought was a very shrewd remark, and augured well for the future.

So Ethelbert came to town, and applied for the position of the junior clerk in the Grinder Hardware Company. What his adventures were you shall see, week by week. You know Ethelbert before we introduce him. He is in most hardware stores, and most other stores too, for the matter of that. Indeed it may even be that (though tell it not in Gath) you were Ethelbert when you first started in hardware. If so, you know the snags that the junior is liable to

run up against. You know the practical jokes that the others will play on him. You know the mistakes he will make and the *faux pas* he will commit. And you will be able to laugh at him and laugh with him.

There is one picture of Ethelbert we should like to draw before we go on to his business experience. Ethelbert is just an ordinary boy, and as most ordinary boys will, he imagined that when he started in business he was going to shake the very foundations of the hardware trade. It was natural. Who among you has not seen himself, the first day he started in an office or a store, filling, in a remarkably short time, the managerial chair and becoming a power in the business? Ethelbert, then, was fired with ambition.

If a boy never sees himself in the manager's chair, he will never get there. If he never pictures to himself the time when he will be a power in his business he will never enjoy the power. But by his dreams and by his visions as much as by his hard work and business education, Ethelbert will get there. It will be interesting to see the things he comes up against on the way.

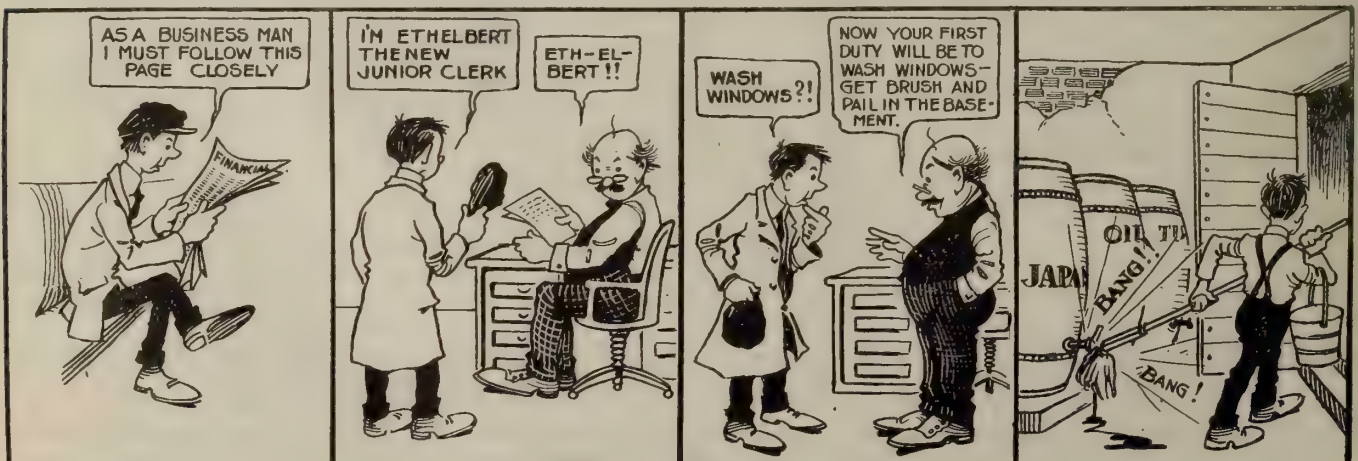
Your own experiences at the beginning were humorous enough. So are Ethelbert's. They are humorous because they are human, and human in that they are humorous. It will do you good to laugh at Ethelbert. The cosmos is very comic after all.

These experiences will be depicted in cartoon form every week, when something exciting enough happens to Ethelbert. If he heard from some of his fellow clerks now and then about their experience we could put them in the series. Ethelbert can be addressed care of Hardware and Metal, when you want to tell us of an experience that actually happened to the junior clerk.

Look for Ethelbert, then, week by week.

No. 1—Troubles of Ethelbert Evergreen, The Junior Clerk.

Ethelbert's First Job



Saskatchewan R.M.A. Executive

Important Vital Questions Affecting the Trade Discussed—Annual Convention in Saskatoon Beginning May 11—Want Business Tax Discarded.

By Hardware & Metal's Special Correspondent.

REGINA, Sask., Jan. 12.—On Wednesday, January 6, the executive of the Saskatchewan Retailers' Association convened here for the discussion of important business affecting the retailers. The session was thrown open to all retailers. Besides the members of the executive, the two organizers for the province, Messrs. Arden and Brayley, were present, in addition to local secretaries and interested merchants, many of whom came several hundred miles to attend.

Matters of varied interest were taken up, but probably the question of supreme importance was the discussion of the effect upon the merchant of the co-operative movement in Saskatchewan. Much valuable matter was placed before the meeting and considerable interest aroused.

In the discussing of the topic of cash discount, a real attempt was made to assist in the movement toward the reducing of the high cost of living, the object being to obtain goods at a lower cost, the consumer as well as the retailer reaping the benefit.

Fire insurance formed the subject of an interesting debate, and questions were raised as to whether the rates sometimes were not exorbitant. Action was taken with a view to obtaining the reduction of premium rates to the retailer.

It was pretty generally agreed that the attitude of the banks toward the trading interests was not as helpful as it should be, and this formed an important subject of debate, some expressing the opinion that in some instances

banks appeared to be prejudiced to trade development within this province.

All the delegates, of course, were in favor of the doing away of the business tax, with the exception of a nominal tax, which it was agreed should be retained in order to give certain protection to the retailers of town or city. Every effort, it was felt, however, should be made to reduce this tax to the minimum.

Satisfaction was felt at the method adopted by the provincial executive in seeking advice from the individual merchants, and the feeling of the meeting was that if the merchants generally realized the benefit to be gained by membership in the association there would not be a retailer but would have his name on the membership roll.

It was decided to hold the annual meeting of the Saskatchewan Retail Merchants' Association in Saskatoon on May 11, 12 and 13.

In the evening the local retailers entertained the visiting delegates to a banquet at the Commercial Club, when toastmaking was the order of the evening, practically all the members of the executive making appropriate addresses. Satisfaction was expressed at the growth of the association in this province in the short period during which the association has been in existence, there being at the present time over 150 active branches, each with local secretaries, and two organizers are now devoting all their time to the opening up of the work in the newer sections of the province.

The following constitute the executive, all of whom attended the conference in Regina on January 6:—President, S. A.

Maybee, Moose Jaw; first vice-president, W. W. Cooper, Swift Current; second vice-president, J. W. McLennan, Kam-sack; treasurer, J. L. S. Hutchinson, Saskatoon, and secretary, F. E. Raymond, Saskatoon.

APPOINTED CANADIAN AGENTS.

The Delta File Works, Philadelphia, Pa., announce that they have appointed Dorken Bros. & Co., Montreal, as representatives for the Dominion of Canada for the sale of Delta files. In announcing the appointment the company states in part:

"The increased business and demand for our product has so taxed our previous representation that we felt the necessity of giving the Dominion of Canada a more careful and closer solicitation for business, and after looking into the matter carefully and getting the consensus of opinion of the best houses, we believe we have found in Dorken Bros. & Co. the ideal representatives for our product.

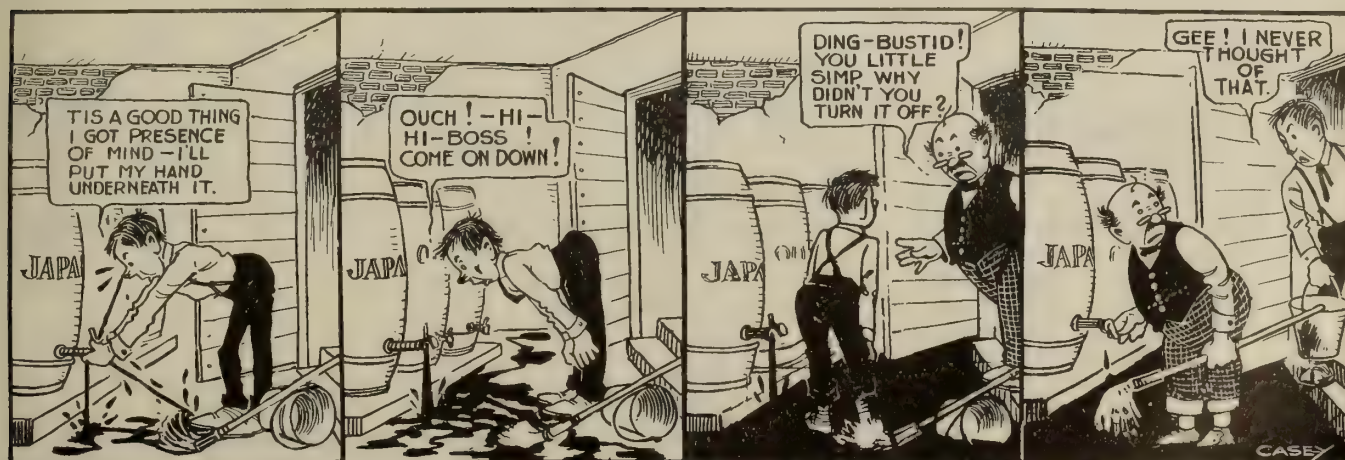
"They will be under the direct supervision of the home office and the same selling policies and arrangements that have been so successful heretofore will be maintained and carried out to the last detail.

The object of this change is not so much to increase the number of accounts, but to give better and closer service to those already established and such additional accounts that will be added to work in the general plan of increasing the demand for Delta files."

Dorken Bros. & Co. have also been appointed representatives for Canada of Bullock Mfg. Associates, Springfield, Mass.

J. C. Newman, manager of the Montreal branch of the McClary Mfg. Co., was in Toronto on a business trip this week.

By Tom Bunt



Practical Problems for Sheet Metal Workers

Article No. 13 of Series

By Chas. Seivers

IN Figure 1 we have the side view, end view, and plan of a box or pan; as shown, it is tapered on both ends and sides.

In making an article of this nature the straight depth, as at C-E and D-F, is usually given, leaving the slant height or depth to be worked out.

In doing this, it must be remembered that the side view will show the slant height of the ends, as shown by A-C and B-D, and that the end view will show the slant height of the sides, as shown by G-K and L-H.

Having laid out the side and end views, we proceed to lay off the pattern.

In laying out pattern in this case we will make the two sides and bottom in one piece and seam in the two ends.

Draw a line as A-B on pattern equal in length to A-B on side view, parallel to A-B; draw C-D, and at a distance from it equal to the slant height of the side, as obtained at G-K or H-L on end view.

On A-B mark off the distances or differences in top and bottom, as shown at A-E and F-B on side view, and draw lines from these points at right angles

to A-B, cutting C-D, as shown; then draw lines connecting A-C and B-D, completing pattern of one side.

At right angles to C and D draw lines, making them equal in length to the width of bottom, as shown at K-L on end view, and draw a line connecting them, as shown by G-H. This will give pattern of bottom, as outlined by C-D-H-G, parallel to G-H, and at a distance from it equal to the slant height of the side as obtained.

At G-K or H-L on end view draw a line, as shown at K-L, from G and H, and at right angles to G-H. Next draw two lines, as shown by G-M and H-N; from M and N set off a distance equal to A-E or F-B on side view. Then draw lines from these points, as K-C and L-H. This will complete outline of pattern for two sides and bottom.

The allowances for seams and wired edges are next set off. On the two outer edges, as K-L and A-B, are allowed the edge for covering the wire, and on the sides, K-G-C-A and B-D-H-L, are allowed the edges for double seaming, and the pattern for the end piece is made in the same manner as the side

piece. On the pattern for end piece the line G-H is equal to width of top, M-K, and N-L are equal to A-C or B-D on side view, being the slant height of the ends, and a distance apart equal to K-L on end view. The lines G-K and H-L complete the pattern. The allowance for edges on G-H is allowed the edge for wire. On the other three sides, G-K, K-L and L-H, a single edge only is allowed to enter the double edge on body.

In Fig. 2 is shown a side view and plan of a pyramid, and a method of drawing pattern for same. A-B-C shows the side view and D-E-F-G-H the plan.

At right angles to F-H draw a line as H-D extended to K-, making it equal in length to the height of side view, as shown by dotted line drawn from A to base line B-C. Now draw a line connecting K and F. (This angle is shown in solid lines at angle and outlined by H¹-F¹ and K¹.) With K-F as a radius, the point M as a centre, draw an arc; on the arc mark off four spaces equal to B-C, as shown by N-O-P-R-S. A line drawn through these points and from each of these points to M will complete the outline of the pattern as shown.

PLATE 13

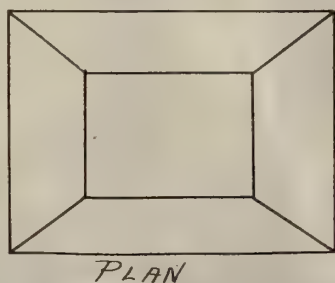
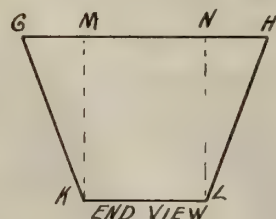
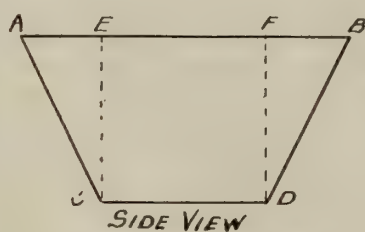


FIG. 1

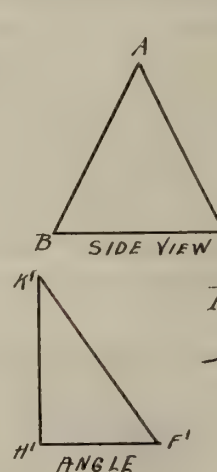
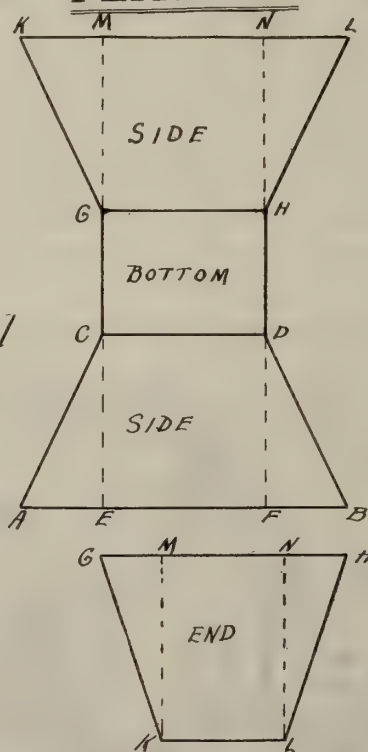
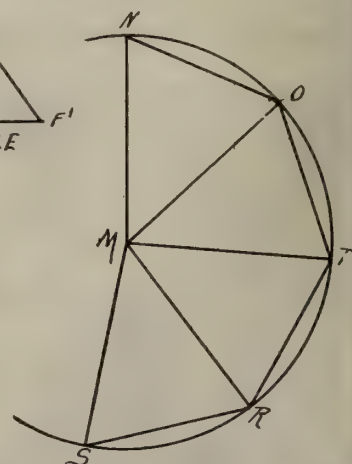


FIG. 2



HARDWARE LETTER BOX



Ice Harvesting Machinery.

Leisemer & Co., Mildmay, Ont.—Kindly give us the name of manufacturers of ice harvesting machinery.

R. Donaldson & Son, Montreal; Gifford-Wood Co., Hudson, N.Y. These people are represented in Canada by E. J. Banfield, Stair Building, Toronto.—Ed.

* * *

Ice Plows.

Thompson & Sutherland, Limited, New Glasgow, N.S.—Can you advise us the address of the manufacturers of ice plows in Canada?

R. Donaldson & Son, Montreal.—Ed.

* * *

Fire Escapes.

Frank Dafeo, Madoc, Ont.—Will you kindly give me names of manufacturers of fire escapes?

Dennis Wire & Iron Goods Co., London, Ont.; Hutchinson & Stiecht, Montreal, Que.; The John Whitfield Co., Toronto; John Watson & Son, Limited, Montreal, Que.; Canadian Ornamental Iron Co., Toronto, Ont.—Ed.

* * *

Perforated Chair Bottoms.

A. M. Bell & Co., Ltd., Halifax, N.S.—Kindly give me the addresses of makers of perforated wood chair bottoms.

B. Neven, Rock Island, Que.; Abler Veener Seat Co., Long Island, N.Y.; W. A. Busse & Co., 316 Union Park Ct., Chicago, Ill.; J. E. Beauchamp & Co., Coristine Building, Montreal, are jobbers handling perforated chair bottoms.—Ed.

* * *

Perforated Steel Plates.

J. L. Demers, Thetford Mines, Que.—Will you kindly give us the names of firms making perforated steel plates, other than Canada Wire & Iron Goods Co., London, Ont., and B. Greening Wire Co., Ltd., of Hamilton, Ont. Also give us the names of firms making poultry netting.

Harrington King Perforating Co., Chicago, Ill., are manufacturers of perforated steel plates, and the B. Greening Wire Co., Ltd., of Hamilton, Ont., and John Lysaght, Limited, Montreal, Que., can supply poultry netting.—Ed.

The Sound Position of Canada

Canadian in Chicago Has Many Opportunities to Compare Favorably the Business Situation in This Country With That of the United States—War Taxes There on Public Utilities.

THE following very interesting letter is taken from The Financial Post:

The Editor,

Financial Post,

Dear Sir:

During a recent visit to Illinois, in the course of which I interviewed many prominent business men of Chicago, I was astonished at the erroneous views that seemed to be current regarding the effect of the war upon business conditions in Canada and the prosperity of the Canadian people.

One of the most common misconceptions was that the people of Canada are bending low under the burden of excessive war taxes. To the several business men of the Windy City who gave utterance to this misconception, I explained that it had been necessary for me to go to the United States to experience the novelty of paying a direct war tax. In Chicago I had to pay a war tax (technically known as an Emergency Revenue Tax, but commonly referred to as a War Tax) of one cent on a telegram I sent from that city. If I had used the long-distance telephone I would have had to pay a similar tax; the shipment of a parcel by express would have entailed another direct contribution to the United States Treasury, etc., etc. Those who raised the question of poverty-because-of-War-Taxes were astounded when, after referring to the special direct War Taxes in United States, I stated that none of those taxes were in force in Canada and that the only increased taxes in Canada as a result of the war are a higher tariff on relatively few lines and higher excise duties. As one party rather lamely put it: "We thought that when we in United States had to pay a tax on telegrams, long-distance telephone calls, express shipments, etc., you Canadians would have to pay all these and many other taxes because your country is at war." In answering this poverty question I also used statistics relating to the per capita savings of the people of Canada and United States, respectively, which, as you know, works out very favorably to the people of Canada.

Another misconception was with respect to the extent of industrial depression in Canada as a result of the war. Several whom I interviewed referred to the closing down of one or more Canadian factories, and seemed to think that these instances were typical of the effect of the war upon Canadian indus-

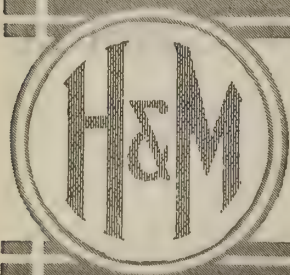
tries. Of course, I was able to cite instance after instance of Canadian industries that had been benefited by the war and to point to the war orders of the Imperial Government and the Allies that in themselves are sufficient to keep many Canadian factories busy for a considerable length of time. The Made-in-Canada movement was also referred to as a factor in the stimulating of Canadian industry.

References to a financial stringency throughout Canada and the inability of Canadian banks to provide funds to meet the legitimate needs of Canadian industry were answered by reminders of the course pursued by a number of banks in United States immediately after the war began, which banks availed themselves of the right to notice on the deposits and requested certain clients to reduce withdrawals to a minimum and accept a portion of the face value of cheques as a first payment on account. It was explained that the Canadian banks had not found it necessary to pursue this course, notwithstanding the fact that when the war began upwards of \$100,000,000 belonging to the chartered banks of Canada was outstanding in loans in New York, repayment of which could not be secured at the time.

It was argued by many that Canada was suffering from over-speculation in the past and that the people of Canada were experiencing the natural results of that over-speculation. I frankly admitted that Canada was suffering from over-speculation and that certain readjustments on that account were being made. But I pointed out that the time of suffering was synchronising with a time of an assured market for all the agricultural products that Canada could produce and of much higher prices for those products than had ever prevailed in the past. I also referred to the campaign of the Dominion and Provincial Governments to increase agricultural production during 1915. I pointed out that agriculture is the basic industry in Canada and that this increased agricultural production and assured market for that production at top notch prices would greatly lessen what suffering there might have been from over-speculation by directly benefiting not only those engaged in agricultural production, but indirectly the whole country.

There seemed to be an impression in some quarters that Canada had given it

(Continued on page 41.)



Current News



Hardware Burglarized.

Owen Sound.—The hardware store of Creeper & Griffin has been burglarized.

Elected for Third Term.

Milton, Ont.—Capt. R. M. Clements, of Clements & Co., hardware merchants, has been returned for a third term as Councillor.

To Build New Block

Moose Jaw, Sask.—Geo. W. Walton, hardware merchant, will move his store and stock to a new location on Third avenue. The new premises will only be temporary as Mr. Kalton intends to build a new brick block on the site of his present store at the corner of Second avenue and Centre street.

The Chicago Tubing and Braiding Catalogue.

The Chicago Tubing & Braiding Co., 216-224 N. Clinton St., Chicago, have issued catalogue No. 14 featuring flexible tubing of metal, rubber and cotton for conducting gas, oil, air, water, steam and for use on automobiles. Also plumbers' rubber specialties. The catalogue is attractively gotten up and the illustrations are exceptionally good. Copies will be mailed on request.

The Hardware Convention.

The annual convention of the Ontario Retail Hardware and Stove Dealers' Association will be held, as announced in Hardware and Metal, Dec. 12 issue, at Toronto on February 24-25. The meetings will be held at the banquet hall, King Edward Hotel. On the evening of the 24th an informal complimentary dinner will be tendered by the Canadian Hardware Manufacturers' Exhibitors' Association. A number of prominent speakers will be present. One of the subjects to be taken up and discussed at the convention will be the Workmens' Compensation Act. Arrangements are being made with the railways for special rates.

Dominion Incorporations.

Eplett Mfg. Co., Ltd., capitalized at \$100,000, head office Cumberland, Ont., to manufacture, buy and sell in drugs, chemicals, paints, oils, varnishes, stains, etc.

Anglo-Franco Saddlery Co. capitalized

at \$100,000, head office Montreal, to manufacture and deal in harness, saddles and leather goods, military and naval equipments, etc.

The Target Practice Rod Co., capitalized at \$100,000, head office Ottawa, to manufacture and deal in target practice attachments for fire arms and devices to be used in connection therewith.

The Mills Co., Ltd., capitalized at \$250,000, head office Hamilton, to purchase, acquire, sell, hold and own shares of the capital stock of the Mills Hardware Co., Ltd., to carry on any other business whether manufacturing or otherwise which may seem to the company capable of being conveniently carried on in connection with the business or objects of the company, to amalgamate with any other company or companies having similar objects, etc., etc.

St. John, N.B., Notes.

St. John, N.B.—A wedding of interest to many friends in the hardware trade throughout Canada was solemnized last week in St. Paul's Anglican Church here by the rector, Rev. E. B. Hooper, when Miss Frances Hazen, daughter of Hon. J. D. Hazen, Minister of Marine and Fisheries, became the bride of Major T. Malcolm McAvity, son of John A. McAvity, of the firm of T. McAvity & Sons. The wedding was a distinct society event. The groom was supported by James Hazen, R.M.C., with Capt. A. McMillan, Lieutenants Percy McAvity, Basil Winter, and John McKenzie as ushers. At the close of the ceremony following the rendering of the wedding march there was a clash of swords as the officers of the 26th battalion, of which the groom is popular as junior major, formed an arch of steel through which the bride and groom walked from the church. A wedding trip to Upper Canada followed the ceremony.

About \$600 damage was done last week in a fire in the foundry of the McLean, Holt Co., Ltd., in City Road. The damage is covered by insurance.

The members of the St. John Iron and Hardware Retailers' Association held their annual meeting in the Board of Trade rooms last week, hearing reports of an encouraging nature and electing officers for the ensuing year. A. M. Rowan was re-elected president; Stan-

ley Emerson, vice-president; W. S. Clarke, secretary, and Senator W. H. Thorne, J. A. McAvity, and James Pender, together with the above-mentioned officers, an executive board.

The pulp and paper mill of the company operating at Lower Derby, N.B., was destroyed by fire last week, involving a loss of about \$100,000, partly insured. The plant was built about six years ago.

Sudden Death of W. H. Rowley.

Toronto, Ont.—Death came with dramatic suddenness Tuesday night to William H. Rowley, president of the E. B. Eddy Company, Ottawa, and one of the most prominent manufacturers in Canada. Mr. Rowley was stricken with a ruptured aneurism while drinking a cup of tea with some friends in the tea room of the King Edward Hotel at 6 o'clock. Medical aid was summoned but Mr. Rowley had expired within a few minutes of the seizure.

Mr. Rowley was on a business visit to the company's branch here. He had been in the city since Sunday night, and had been staying at the National Club. He had not complained of anything, and was apparently in his usual health up to the time of his death. He was 65 years of age, and leaves a wife and two sons, residing in Ottawa.

W. H. Rowley's life had been a very active and influential one in the Canadian world of commerce and finance. The E. B. Eddy Company, paper and woodenware manufacturers, of which he was president, is one of the largest business concerns under the British flag. Born at Yarmouth, N.S., March 21, 1851, a descendant on his mother's side of the United Empire Loyalists, he was a son of Lieut-Col J. W. H. Rowley. He graduated from the Royal Military School at Halifax, N.S., in 1866, and was a lieutenant of artillery.

Mr. Rowley started his business life at the Bank of Yarmouth. He was manager of the Merchants Bank of Canada at Ottawa and other large centres. He organized the E. B. Eddy Company, of Hull, Que., in 1887, and was secretary-treasurer until Mr. Eddy's death in 1906, when he became president of the company. For many years Mr. Rowley was

a prominent member of the Executive Council of the Canadian Manufacturers' Association, and after being vice-president twice was elected president of the association 1910-11.

RAISE RAILWAY RATES.

Report is Confirmed That Canadian Railways Will Ask Increase.

Ottawa, Jan. 12.—Confirmatory of the report that the railway companies are likely to ask the Railway Commission for an increase in freight rates, the following memorandum was given out today in C. P. R. official sources:

"It is understood that following the decision of the United States Interstate Commerce Commission in granting an increase of freight rates in the Eastern States, the Canadian railway companies are considering the advisability of asking for a somewhat similar increase in Eastern Canada. The fact is that there have been large decreases in freight earning and greatly increased operating expenses in both countries, and that similar conditions practically exist in Canada as across the border, where the increase in rates was freely given.

SOUND POSITION OF CANADA.

(Continued from page 39.)

self up to interest and participation in the war to such an extent as left little interest or effort for the regular industrial pursuits. I referred to the "Business as Usual" policy that has been so generally adopted throughout Canada and asserted that while Canada was determined to do her full share in the work to which the British Empire has set herself, Canada was equally determined to maintain her industrial activity and business conditions generally at a point as close as possible to normal and that the effort in that direction was meeting with a very considerable measure of success.

Yours faithfully,

"A Reader of The Post."

Scott C. Ball, representing the firm of Sargeant & Co., of New Haven, Conn., has been calling on the trade in Montreal.

ADVERTISER HAS SEVERAL FIRST-class English and American agencies for the whole Dominion, which he desires to dispose of for small sum ready cash, balance spread out over 5 years. Would hand over these agencies, with office, typewriter, equipment, stationery, samples, stock to any traveller with first-class references who would promise diligently work agencies. First-class references absolutely necessary or offer not entertained. Good income assured, travelling coast to coast. Box 154, Hardware & Metal, Toronto.

(4)

Hon. Geo. A. Clare Passes Away

THE death occurred at Preston, Ont., on Jan. 9th, of Hon. Geo. A. Clare, member of the Federal Parliament for South Waterloo, and Privy Councillor.

Deceased was one of Canada's largest and most widely known manufacturers. He was particularly well known among the hardware and stove trade owing to his close connection with a large number of Canadian industries. He had been a member of the privy council since 1913.

For two years Mr. Clare was councillor for Preston, and acted as Reeve for 10 years. He was first mayor when Preston was incorporated a town in 1900. It was he who was the means of turning South Waterloo into a Conservative constitu-



Late GEO. A. CLARE, M.P., P.C.

ency, for never before 1900 had it elected anyone but a Liberal.

He took an active interest in all matters relating to the welfare of the town.

Some years ago he was very ill during an election campaign, so ill that he had to be carried on a chair to the town hall in order that he could make his speech. He made it and was elected.

When the Conservative Government came into power Mr. Clare was made a member of the Privy Council.

Hon. Geo. A. Clare was born in Preston, Ont., on June 6, 1854. He was educated at the local public school and started his business career in his father's stove factory in 1875. In 1881, with his brothers, Frederick and Henry C. Hilborn, he acquired the business and operated same under the title of Clare Bros. & Co., which company was incorporated in 1901, since when he has been president. He was also president of the

Galt Stove and Furnace Company, Ltd.; Clare & Brockest, Ltd., Winnipeg; Canadian Office and School Furniture Company, Preston; Solid Leather Shoe Company, Ltd., Preston, and director of the Preston Car and Coach Company; Stamped and Enameled Ware, Ltd., of Hespeler; Wellington Mutual Fire Insurance Company, Guelph; United Empire Bank. He was a member of the Albany Club, Toronto, and the Waterloo Golf Club.

In 1876 he married Catherine Fink, daughter of Paul Fink, Waterloo, and is survived by one son and three daughters.

The funeral of Hon. Mr. Clare was held from his late residence, Queen street, Preston, on Jan. 12. Large numbers of friends, relatives and acquaintances, including many prominent Government officials, were present to pay a last tribute to a prominent man. The pallbearers were his brothers Frederick and George, his brother-in-law Geo. Fink, his cousin, Sir Adam Beck, his nephews, H. L. and H. J. Clare, his son-in-law, A. M. Edwards, Galt, and his son Alfred. Among those in attendance at the funeral were: Hon. Mr. Crothers, representing the Dominion Government; Richard Blain, M. P., Brampton; W. A. Clarke, M.P., North Wellington; H. B. Morphy, M.P., Perth; Dr. Steele, M.P., South Perth; John Fisher, M.P., South Brant; W. F. Cockshutt, M.P., Brantford; Thos. Stewart, M.P., Hamilton; David Henderson, M.P., Halton; W. G. Weichel, M.P., North Waterloo; Charles Mills, M.P.P., North Waterloo; Z. A. Hall, M.P.P., South Waterloo; Senator J. J. Donnelly of South Bruce; Senator Alexander McCall of Simcoe; Dr. Klotz, Dominion Astronomer, Ottawa; G. C. Anderson, Superintendent Rural Mail Delivery, Postoffice Department, Ottawa; J. J. Main, his Honor Judge Lennox of Toronto, J. T. Beck, London, and also Messrs. W. H. Hargraft and F. R. MacKelcan of Toronto.

The Hon. Minister of Public Works for the Province of Ontario has issued a book of regulations in connection with boilers of every description. Not only do stationary, locomotive and other high-pressure boilers used for power purposes come under the act, but boilers used for low-pressure heating, as well. All heating engineers should become conversant with the Act, and may do so by writing for further particulars to D. M. Medcalf, Chief Inspector, Provincial Public Works Department, Parliament Buildings, Toronto.



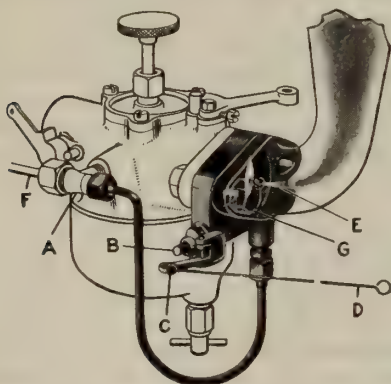
New Hardware Goods

Offered Canadian Hardwaremen



INJEX PRIMER.

Among starting devices intended to eliminate the usual spinning of a chilled motor in cold weather and the dirty process of raising the hood, priming through cups or expensive priming spark plugs, is included the Injex Primer sold by the Reflex Ignition Company, of Cleveland. This primer is small and easily installed consisting primarily of a piston and plunger fed from the main gasoline line. One pull of the operating wire atomizes a powerful spray of gasoline into the manifold thoroughly vaporized for a proper gas mixture in all cylinders at the time of ignition as the motor draws air through the intake pipe.



Injex Primer.

It is made in a manifold type which can be attached to any car by only drilling a quarter-inch hole in the intake pipe and clamping the primer in position by a binding strap. A special model, flange type, is made for Fords. This is installed between the carburetor and flange on manifold and is said to be very efficient in operation.

TWO NEW KEROSENE TORCHES AND A KEROSENE FIRE-POT.

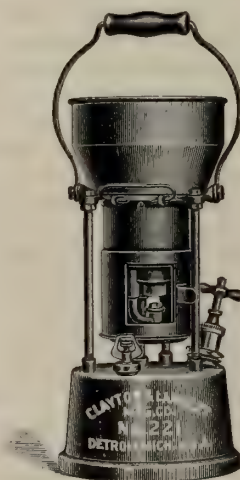
An improved Kerosene Fire Pot No. 221, and a quart and pint size kerosene torch Nos. 96 and 95, respectively, have recently been placed on the market by the Clayton and Lambert Mfg. Co., Detroit, Mich. It is claimed by the makers that these new torches and fire-pot are of strongest possible construction and embody improvements designed to give the user the maximum service and efficiency. The burners are made with powerful gen-

erators that superheat the kerosene gas before it is burned, producing perfect combustion of the fuel, and enable the



No. 96 Torch.

user to secure a clear blue flame free from smoke and odor and the highest degree of heat. All parts are easily accessible for cleaning should they ever become clogged from impurities in the fuel and a cleaning needle is supplied free of charge. The automatic brass pump fitted into the tank supplies all needed air pressure quickly. The filler plug at the top of the tank is made with an air-valve screw which releases the air-pressure and extinguishes the flame. The No. 221 Kerosene Fire Pot, herewith illustrated is made with heavy gauge seamless drawn steel tank with bottom and all fittings welded in, not soldered, making it practically indestructible. The shield is also drawn from one-piece steel. The No. 96



No. 221 Fire Pot.

Torch illustrated is of brass, quart size, and No. 95 is similar, but smaller. It is claimed that these new kerosene tools

give excellent service and satisfaction for all indoor work and also for outdoor use under severe conditions of wind and weather, as the burners are practically windproof. To all those interested complete information will be supplied by the makers, the Clayton & Lambert Mfg. Co., Detroit, Mich.

GARAGE DOOR HOLDER.

The Griffin Mfg. Co., Erie, Pa., are offering to the trade a new garage door holder. The holder is designed to hold



Griffin Garage Door Holder.

open all heavy doors, such as garage doors. The company states that this holder will secure a door tightly against wind or other causes which might tend to slam it. This holder is said to be strong and well made.

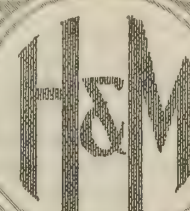
The company states that the garage door holder may be easily installed by anyone who can handle a hammer and screwdriver. This device is fastened on the upper part of the door, and is said to allow plenty of clearance.

When the door is thrown open in a natural way the bar or lever locks itself, holding the door open in the position at which it is set. A slight pull on a chain attached in a convenient position tips the lock and allows the door to close in the ordinary way. When the door is closed the holder lays against the door and it is not in the way.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

There is much speculation in hardware circles regarding anticipated changes in the tariff, and the trade in general will await with interest the changes, if any, to be announced by the Finance Minister at the next session. Booked orders for spring delivery for foreign-made goods are specified "Subject to Tariff Changes." The matter is dealt with editorially elsewhere in this issue. A seasonable quietness prevails in business circles. Stock-taking is still under way in many places and the general impression is that stocks are light. The metal markets are quiet, although quotations in general are firm. Lower prices are predicted for binder twine and cotton waste. Linseed oil and turpentine have advanced. Gun powder has also advanced. A new list has been issued on tinner's rivets and the discount remains unchanged. The new list is higher than the old one and the advance in price will be about 10%. Travelers have started out after 1915 business and booked orders from country districts are very satisfactory. Conditions in the industrial centres are quiet. There is a general tendency on the part of jobbers and retailers to secure what might be termed "specialty lines," the sale of which can be pushed vigorously to make up for any losses resulting from the dropping-off in the sale of building hardware and material.

MONTREAL.

MONTREAL, Jan. 14, 1915.—During the past week there has been a revival of business in the general hardware trade that had not been looked for. Following the first week of the new year, when conditions were so quiet that every day "seemed like Sunday" (as one wholesaler put it), orders began to arrive in a brisk volume, and since then, instead of the anticipated unprecedented dullness, there has been an activity which compares favorably with last year. This state of affairs refers to outside points from Toronto East; manufacturing centres are quiet, and the West continues very dull, but in the agricultural districts throughout Ontario, Quebec, and the Maritime Provinces, there are indications that general country lines are moving briskly. There are evidences not only that farmers have the money to spend, but that retailers generally have been cutting stocks so low that they are forced into quick buying at a time when they would usually be devoting themselves to stock-taking; in other words, it would appear that the retailer is getting business that he had not counted on. However, it must be remembered that this applies only to general lines. In the metal trades things are very quiet. Not only are there no contracts being left, but there are few in sight and practically

everything of the past has been cleaned up; this makes very dull business in all lines of construction material, and there is no hope that they will not continue.

Tin.—The market continues strong on the advance of a week ago. In world markets there was a decline at the close of last week, but a reaction was brought about by what was evidently speculative buying in London, and there was a complete recovery. The sentiment over-seas seemed to be cheerful on the prospects that the entry of other European countries into the war on the side of the allies might shorten the campaign. Quotations locally are from 37c to 38c.

Copper.—Copper continues near the centre of the metal stage. The chief factor in the market has been the shipping problem, and the American note had the effect of strengthening the market, as the British reply was considered generally favorable. However, on the recent advance in New York the buying was not heavy, as buying had been general on the lower prices in preparation for the advance. Here the situation is very strong, but the prices have not advanced materially. Local quotations are 14½c.

Solder.—Solder remains firm, without change in price. The quotations are certain to remain strong, while tin main-

tains its strength. Half-and-half, 22c; wiping, 20c; commercial, 19c.

Other Metals.—Spelter and antimony remain strong, but lead has been weaker, although there have been no material changes in the price lists. Spelter at St. Louis, after a temporary weakness, recovered with a rush, and prices were pushed up. Antimony is likely to go higher on the least indication of an attempt to buy in supplies. There are supplies under contract on this side from European markets which it is felt can never be delivered; this leaves China and Japan as the only sources of supply. Lead, which was strong a week ago has reacted to weakness since, revised statistics having indicated an over-production. This seemed to indicate to the market that the advance had been artificial.

Bar Iron and Steel.—Quietness continues and the demand is very small. Prices are steady, the base for bar iron remaining at \$2.

Galvanized Sheets.—There is little activity, although the tone is better than for the past few weeks. Some booking for spring delivery is noted.

Nails.—There is some slight activity in nails, and orders in small volume are being placed for futures. Prices are firm, with \$2.15 as a base for wire and \$2.50 for cut.

Iron and Lead Pipe.—Conditions are slightly improved here, although still very dull. Prices are very firm; in fact, it is expected that there will be some advances made in the near future, as manufacturers are revising their prices, and, while the changes will not be important, the tendency will be upward. Under normal conditions profits on pipe were very small, and the situation has not been helped by the war and general depression.

Bolts and Screws.—Some sorting orders are noted in this department, which is an improvement on conditions of the immediate past. Prices are firm and steady, and are shown in current quotations.

Rope and Twine.—Immediate demand here continues very light, but there is considerable booking for spring, and the indications are for a fair turnover on farm business in season. Quotations are

shown on current market quotation pages.

Wire Fencing.—Booking orders for the spring continue in this department in fair volume, and the outlook is altogether satisfactory for future business.

Hardware and Materials.—With construction programmes showing practically nothing for the present and little for the future, all building materials and builders' hardware are very dull and the outlook is far from bright.

Brushes.—Since the outbreak of the war there have been several advances made in the prices of bristle brushes, and the prospects are that quotations may have to be revised again. Supplies of bristles are short and stocks are replenished with great difficulty owing to Europe being eliminated as a factor. Bristles of our own country are not satisfactory, and those imported from the Orient do not seem to suit. Rough brooms of bass are also likely to go higher, as they are made from imported wood.

Stoves and Furnaces.—As expected, business in this department is very dull, exceptionally so even for January.

Kitchen Utensils.—Here business has been picking up in a satisfactory manner in the country districts, even better than might have been expected. Prices are without change, although there is a firm tone, particularly for galvanized sheets on account of the high price of spelter.

Seasonable Goods.—A few skates and hockey sticks are being sold, and supplies for the sugar camps are moving out. Otherwise business is a general sorting up of various lines, particularly shelf goods for country trade.

TORONTO.

TORONTO, Jan. 14.—There has been little improvement in the situation since the beginning of the year. As this is usually a more or less dull period, it could not be expected, especially under the present conditions, that business in the hardware trade would be other than seasonably quiet. This is especially noticeable in the city where the industrial depression is being felt more severely than in the country districts. The building trade is still very quiet, as are most factories, except those working on Government orders. The prospects for the country trade are better. A pronounced improvement is not to be expected in the immediate future, but later trade will no doubt improve.

The U. S. Interstate Commerce Commission has agreed to a higher freight tariff, which will slightly affect goods coming into Canada. Manufacturing and mercantile interests are protesting, and the question is being considered by the Dominion Railway Commission in so

far as it affects Canadian interests. The new binder twine prices will be out early in March, when it is expected that there will be a reduction in the schedule. Lower prices on cotton waste are expected this month on account of the low price of cotton. The raw fur situation is very unsettled, and prices now average 50 per cent. below normal. The export trade is practically nil on account of there being no fur sales in London and Leipsic. A new list for tinnners' rivets will be found on another page. The rope and twine market is quiet, but business has improved a little. Stoves and furnaces are moving out slowly, but there is a fair demand for heaters. The demand for metals is light, but prices are generally firmer, copper and spelter both showing an advance in price. The building trade shows no appreciable improvement, and there is little demand for builders' hardware. The iron and steel trade is quiet, but prices have stiffened.

Tariff Changes.—It is rather significant that wholesalers in booking orders for spring delivery are accepting them subject to tariff changes. This, of course, applies only to goods of foreign manufacture. Many rumors are going around with regard to proposed tariff changes, but no official information is available. It is generally known that steps will be taken to increase the revenue, but whether or not this will be in the form of a general advance in the tariff is problematical. Some wholesale merchants go to the extent of predicting a general increase in the tariff.

Tin.—The tin situation continues satisfactory, and the market is strong. The local demand is light, and prices are unchanged at 35c to 36c per pound.

Copper.—The outlook with regard to export copper has improved, and there is a more optimistic tone in the primary markets. Copper is displaying considerable strength, and has advanced $\frac{1}{2}$ c, being now quoted at 14c-14 $\frac{1}{2}$ c per pound.

Lead.—The market is dull, and prices unchanged at 5c per pound.

Spelter.—The spelter market is keeping firm on good demand. The price has advanced $\frac{1}{4}$ c per pound, and quotations now read 6 $\frac{1}{2}$ c to 6 $\frac{3}{4}$ c per pound.

Other Metals.—Antimony is dull, but active, in the New York market. A world-wide scarcity of this metal is creating a tendency towards higher prices. Present price is 18c per pound. Aluminum is unchanged at 22c per pound. The local demand for all metals is light, although rather better than last week. Consumers continue to buy from hand to mouth to fill immediate requirements.

Scrap Metals.—There is a general quietness in this market, and nothing of interest to note. Prices are unchanged,

and are given in the current market quotations.

Bar Iron and Steel.—The dullness in the building trade and in manufacturing establishments is very noticeable in the steel trade. Financial conditions are still against any marked improvement for some time. The steel trade in the United States shows continued improvement, and prices on bars have stiffened. Quotations here, however, are unchanged at \$2 base.

Pig Iron.—The market is very dull, and shows no sign of any immediate improvement. Most foundries have started operations again, but as a rule on short time; their requirements therefore are not heavy. Quotations on Victoria and Hamilton brands are unchanged at 17 \$17 per ton.

Wire Nails.—There is no change in situation. Wire nails are being quoted at \$2.05 base, less 2 per cent., 30 days. Cut nails are unchanged at \$2.70 base.

Copper Rivets.—There is a steady demand for copper rivets and burrs in connection with Government orders for saddles and similar equipment. For discounts, see current market quotations.

Tinnners' Rivets.—A new list, which went into effect on January 1st, will be found in another column. The new prices show approximately a 10 per cent. advance over the previous list for packages only, but the discounts remain the same, and will be found in the current market quotations.

Iron and Lead Pipe.—The general situation is unchanged, and business is dull. Lead pipe is being quoted at 7 $\frac{1}{2}$ c, 5 per cent. off, and waste pipe 9c, 5 per cent. off. Quotations on iron pipe are given in the current market quotations.

Stoves and Furnaces.—There is a fair demand for heaters, but stoves and furnaces are quiet, especially the latter.

Rope and Twine.—The market is quiet, although there is a fair demand for twine. Prices are unchanged, and are given in the current market quotations.

Binder Twine.—A decline in prices of binder twine may be expected early in March when the new schedule comes out. The extent of the reduction will depend upon the price of Manila, which is now cheap on account of decreased consumption.

Cotton Waste.—A new price schedule will be out shortly and a low range of prices may be expected. The reduction may be accounted for in the price of cotton, which is cheap.

Raw Furs Lower.—The situation in regard to raw furs is very unsettled. The fur sales in London and Leipsic have been abandoned on account of the war, consequently shipments to Europe have practically ceased. The catch this season is light so far, but the quality of

fur is generally good. The unsettled conditions have caused a big drop in prices, the average decrease being 50 per cent.

Gunpowder Advances.—With the exception of blasting powder all other powders have been advanced approximately 25 per cent.

LONDON.

LONDON, Jan. 14, 1915.—Business in hardware lines is seasonably quiet, and retailers are finishing up stock-taking. Prospects for spring business are seasonably good. Linseed oil has advanced four cents per gallon. Other lines remain unchanged in price.

Wire Nails, Etc.

Nails are quoted for spring or present delivery at \$2.05 base for wire and \$2.70 base for cut.

Linseed Oil.

Owing to the firmness in the flax market, linseed oil has advanced four cents per gallon and the new quotations are:

	Raw.	Boiled.
1 to 2 bbls.	62c	65c
3 to 5 bbls.	61c	64c
6 to 9 bbls.	60c	63c

Rope, Twine.

Pure Manila rope is quoted at 14c base; British Manila 11c per lb. base; African hemp 11c lb. base. The demand is very light at present.

Metals

Bar iron and steel remain unchanged and are only in fair demand at present.

Half and half solder is quoted at 22c per lb.

Spring Goods.

No. 20 screen door hinges are offered at \$8 per gross. Harvest tools are quoted at 50 per cent. discount. Spades and shovels are quoted, 1st—60 per cent.; 2nd, 55—2½ per cent.; 4th—45 per cent. Oyster shell is quoted at 60c per 100 lb., and mica grit at 55c per 100 lb.

WINNIPEG QUOTATIONS.

Solder	25c-26c lb.
Wire Nails	\$2.80 base
Cut Nails	\$3.35 base
Pure Manila Rope—15½c lb. base	
British Manila Rope ..	12c lb. base
Sisal	10½c lb. base
Linseed Oil, Raw ..	66c gal.
Linseed Oil, Boiled	69c gal.
Poultry Netting	50% off
Turpentine	75c
Galvanized Iron, 28 English	
Apollo:	
Fleur de Lis	\$4.75
Queen's Head	5.10
Corrugated Sheets, 28-gauge	
galvanized	\$3.45
Glass, First Break	\$5.25

CAN YOU TELL US?

The following letter has been received by Hardware and Metal from an Exeter, Ont., hardware firm:

"We have in our possession one set or pair of cast back sections for a coal range. These came to us with some of our freight and had no tag on them. They were wired together and the Grand Trunk here do not know where they came from. We would like you to try and find, if possible the maker of the castings or for what make of range they belong to. The castings, two in number, each measure 6½ x 7½ inches and the two pieces weigh twenty-one pounds. The following figures, etc., are on the top edge of one section, No. 61-55-9-20 B or D and on the top edge of other section is No. 61-54-9-20 B or D. The sections are both corrugated on both edges."

Can any of our readers kindly supply us with the name of a manufacturer making a stove with castings as above described.

WINNIPEG.

WINNIPEG, Jan. 14.—This is, of course, an off season for hardware. Throughout the country dealers are still busy stock-taking, and travelers, who are just now getting back on their territory, are finding it a little difficult to get merchants in the buying humor. There are some indications, however, that the demand will very shortly be of a satisfactory nature.

One of these indications is shown by the call for formaldehyde—a product handled by the hardwaremen for the benefit of the farmers. Orders for this fluid, which has considerable effect in keeping the wheat crop clean, were placed some time ago by a great many dealers. Many of these orders called for shipment upon further advice. It has become so evident that heavy shipments will be called for in February and March that some sales managers have written those who have placed orders for formaldehyde asking if they would not take shipment of this in January. One sales manager reports that he has received replies to 90 per cent. of his letters from dealers who are not only willing to take immediate shipments, but who have at this time placed larger orders for the product. It seems very evident from this that the dealer, who is in close touch with the farming community, is convinced that a very much larger acreage is going to be under cultivation next year, and is prepared to meet a larger demand from the farmers. It is to be borne in mind, too, that if more formaldehyde is wanted, more binder twine, more threshing supplies, etc., will also be required. No doubt, owing to the light crop last year, a good deal of threshing supplies had to be carried over, but with the expected increased crop this year the carry-over should be quickly cleaned up.

Price changes are not struck in any large quantities during the past week. It is reported, however, that dry batteries are to advance on the 1st of Feb-

ruary. From one manufacturer comes word that No. 6's will advance 1½c and No. 8's 4c. The reason for this advance, given out by the manufacturer, is the higher cost of production necessitated by difficulty in getting products from Russia and other districts which are now at war.

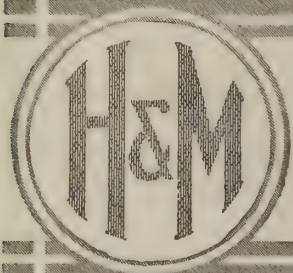
Careful enquiry makes it seem that the advance in batteries is not going to be general. One manufacturer states that they have on hand a supply of material sufficient to cover their requirements for three or four months, and that they do not expect to make any higher prices within that time. Much the same statement is gained from the handler of another well known battery.

In view of this somewhat contradictory information, it would seem likely that dealers will be able to get quotations at the present figures later than the 1st of February. On the other hand, there is absolutely no likelihood of any lower price in batteries being struck, and to cover requirements as early as possible would seem the part of wisdom.

Nails have been definitely set on the old prices for 1915. Before the end of the year a change might come, but there is no immediate likelihood of this.

It begins to seem certain that no change in paint prices will be struck before April. Fortunately linseed oil is low, and is to some extent off-setting the high price of lead and zinc. In any event, manufacturers do not seem anxious to raise their quotations at the present time.

Business in paint lines is reported upon favorably by the manufacturers and wholesalers. From the small towns especially the demand for spring supplies is exceedingly good—quite up to expectations. It seems quite possible, indeed, that the demand from the smaller places will be larger than that experienced last year. From the larger centres a falling off is noted, but this is not as heavy as it was at first feared would be the case.



Paint Department



Put Yourself in His Place

A Story About Two Men Who Started in Business About the Same Time With the Same Resources—One Had the Knack of Interesting Customers—The Other Had Not.

WRITTEN FOR HARDWARE AND METAL BY E. GOODE.

CHARLES READE, when he wrote a book under the title that is at the head of this article, put his finger upon the fundamental law of happy relationship, whether it be in business, in the social order or in anything else. We sometimes forget that there are other points of view besides our own. We narrow our outlook, and we limit our vision until we look at things obliquely, and the strangeness of the oblique vision is that the more we indulge in it the more convinced we become that it is the right vision. "There are two classes of unlearned people," said an old divine; "there is the man that does not know and that knows that he does not know. And there is the man who does not know and who does not know that he does not know."

I know a town where there were two hardware stores, and they started in business about the same time. In a few years though the two men who started these stores had the same resources and the same opportunities, one of them had a business that was twice as good as the other, and which would have demanded twice as much as a sale price. And the history of it and the reasons for it were in this wise.

When I moved to the town I bought a small house that had been standing empty for two or three years. It was more or less ramshackle. It wanted all sorts of overhauling, all sorts of attention, and a good deal of furniture of different sorts. After a day or two in the town, which had about ten thousand people, I sallied forth down Main street, in search of a hardware store. I found one, kept by a man named Grim, and I went in.

The store was one of the dingiest places I have ever been in. It was dark, unswept and dirty. Now I know that a hardware store is peculiarly hard to keep straight and natty and spruce, but this seemed more than necessarily gloomy. Moreover, the place seemed to

be dead; nobody appeared though I had made enough noise in entering. I rapped on the counter. By and by some one came shuffling out of a sort of Dim Unknown at the back of the store.

"Mr. Grim?" I said.

"That's me," said he in a dour and gloomy sort of way. He was very gloomy man to look at, though not much above forty years old.

"I want to buy a stove," said I, "it's for the kitchen."

"Over there," said Mr. Grimm, pointing to a heterogenous jumble of stoves and stove piping and so forth. I turned to look at the stoves while Mr. Grimm sprawled over the counter.

"I'll tell you," said I, "I want a Juno, if you have it?"

"We haven't."

"Perhaps you could get one for me from Toronto," I volunteered.

"Might do that."

He said it so curtly, with so bad a grace that I began to think I was wasting my time. However, there were other things I needed.

"I want some paint that will tone pretty well with this color," I said, as I produced a strip of a brown paper which I had put on the walls of the front room. It was a fad of my wife's to have rugs and paper and other furnishings in harmony as to color.

Mr. Grim stretched forth his hand and dug out of a shelf at the back of him a sample color card. This he pushed over the counter to me; he didn't say anything. I took up the card, and there was no one of the three or four sample colors which suited mine. There were only two or three color samples left on the card; the others had been torn off.

"I don't believe any of these would do," I said.

He snapped up the card. "Well, suit yourself," he said, and shuffled away to the same dim and dark unknown from which he had come.

There was nothing else for me to do.

I walked out of the shop, and reflected that the Immortal Bard could never universalize his saying about "What's in a name." Here was a name with a nature in it.

I had noticed in the paper that there was another hardware man in the town. Mr. Grim and he had the same space in the local sheet. I walked down Main street, till I came to the other store. It was kept by a Mr. Bright. Here again, as events proved, there was something in a name.

I liked the look of that store before I went inside. The windows looked as though somebody cleaned them now and again. The trim was seasonable; it was the hunting season, and there was a mighty attractive display of guns and ammunition. I opened the door. There were two men, both engaged in looking after customers, but both of them looked my way, and one of them—I should judge him to be about forty—bade me a cheery "good-day." I had time to look about me. The store was light and bright. It was well arranged, and had no dark corners, yet it was built in the same year as that kept by Mr. Grim, and was of similar style.

By and by the forty-year-old man got through with his customer, and came to me. "Well, sir, what can I do for you?" His tone was that of the man who would be accommodating.

I told him my difficulty about the stove. Did he handle the Juno? No, he didn't; he was very sorry; would any other do? But I had a foible in my head for getting the very stove I wanted, so I said—while he was piloting me to where a row of stoves stood, clean and orderly—"No, I wanted the Juno."

"Well," said Mr. Bright, for it turned out that it was the owner himself. "I'll tell you what I can do. I can get that stove from Toronto for you, and meanwhile, if you haven't got a stove, I'll send one up, a small second-hand one for you to use till the other comes along."

I thanked him. This was enterprising. It is the little bit extra that the salesman does for the customer, that he need not do, that pleases the customer.

(Continued in next issue.)

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

To build a successful business on a basis of permanence and profit, it is absolutely necessary to supply your customers with **quality goods** which will surely satisfy and retain their confidence, thus assuring repeat orders, increased business, more profits. Martin-Senour Paints and Varnishes have that essential quality.

Our Dealer Agents Vouch for it.
Users positively Know it.
Time has surely Proven it.
We fully Guarantee it.

The Martin-Senour exclusive agency is a valuable asset.
Would you like to have the plan laid before you for consideration?



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX LINCOLN TORONTO



After the War?

No—Right Now!!

is the time to keep hustling and, above all, optimistic. If you imagine your business is slow, take the time to devise new methods of stimulating it.

Jamieson's Pure Prepared Paints

are good stimulants for an unsatisfactory paint trade, because of the "consumer satisfaction" contained in every can.

ALWAYS READY TO TALK OVER AN AGENCY PROPOSITION.

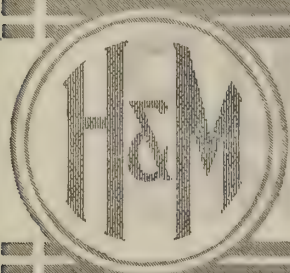
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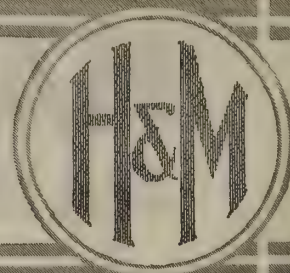
Montreal

Owning and operating P. D. Dods & Co., Limited

Vancouver



Weekly Paint Markets



MONTREAL.

MONTREAL, Jan. 14.—Opinions in the trade are generally cheerful all things considered. There is a seasonable movement to the country, although city business is inclined to be quiet. However, in any year deliveries at this time are very light and business is largely confined to orders, which reports indicate are fairly satisfactory from Ontario, Quebec and the Maritime Provinces. A little more interest is noted in inquiry for oil and turpentine but glass and putty are slow. Glass is interesting from the fact that the situation is likely to be made even firmer should there be any change in the tariff in favor of British-made goods, as this would raise the cost of imports.

Linseed oil has been the feature of the market with an advance of three to four cents a gallon and the situation firm on predictions of even higher quotations. Turpentine has gone up about a cent to two cents.

Linseed Oil.—The situation during the week has become very firm with rapidly advancing prices and on the up market there has been a slight revival of business, although consumption is naturally light. Orders are being taken on a close basis and future bookings are open; in fact, most deliveries are on placed business but the price is at the market. Crushers, who have advanced from 57c and 59½c which was the basis of a week ago, to 62c and 64½c, report that the market is very firm, in sympathy with the price of flax, and that further advances are looked for. A market is hard to strike. At a source which is usually taken in Montreal the quotation was given as 62c and 65c for single barrels with nothing else being quoted, while a cent above this was the figure at another dealers; in this face of this another quotation of 61c and 64c was received but in this case it was explained that there would undoubtedly be an advance to the higher level at the end of the week.

	Raw.	Boiled.
1 to 2 bbls.....	62 -63	64½-66
3 to 5 bbls.....	61 -62	63½-65
6 to 9 bbls.....	60 -61	62½-64
10 bbls. and more..	59½-60½	62 -63½
5-gal lots	66 -67	68 -70

5-gal. cans 50c each; 10-gal. cans 75c each.

Gasoline and Benzine.—Although the movement is not by any means heavy there is an improvement on the holiday quiet which has prevailed in the market for a few weeks and more buying is noted. There has been no change in prices. In drums, 15c gal; tank wagon, less 100 gal., 14½c.; 100-gal. lots and over, 13½c gal. Benzine, in wood, 18½c; in steel, 15c. Canadian oil 13½c; American oil 17c.

Turpentine.—More interest is to be noted in the turpentine market and there is also an upward tendency in the prices. Whereas a week ago the refiners were charging 63½c, the price in the trade remained at 63c; the present price of the refiners' remains unchanged while dealers are quoting 64c and as high as 65c and there does not appear to be any definite basis.

	Per gal.
½ bbl. lots	66½c 68c
1 bbl. lots	63½c 65c
2 to 4 bbl. lots	62½c 64c
5 to 10 bbl. lots	61½c 63c

Glass and Putty.—Some interest has been aroused in the glass situation by the prospect that there may be some change made in the tariff in favor of the British manufacturer. This would have the effect of strengthening prices, it is considered, as British makers are not prepared to ship much of their product to this country, having enough to do to supply the demands at home. Prices are firm. Putty remains unchanged and firm although the consumption is not heavy.

White Lead.—Situation has not changed materially and prices remain \$8.45 a ton with \$8.65 quoted for less than ton lots. A firmer tone has been injected into the market by the American situation which has shown additional strength recently.

TORONTO.

TORONTO, Jan. 14.—There is a general quietness in the paint market this week which can safely be described as seasonable. Orders from the country trade are beginning to come in fairly well and reports indicate very fair prospects for spring business. The city trade has hardly started moving yet

and the prospects in this regard are not so bright on account of the dullness in the building trade and in many manufacturing establishments.

Linseed Oil.—The market is very irregular but strong on account of the unusually high price for flaxseed in the West. The price of oil advanced to 62c on Jan. 9, and is now 64c, representing a rise of 6c during the week. Notwithstanding the light demand there is said to be a possibility of a further advance in the near future as flaxseed has still an upward tendency.

	Raw.	Boiled.
Single bbls.	64	67
3 to 5 bbls.	63	66
6 to 9 bbls.	62	65

It must be remembered, however, that the demand is very light.

Turpentine.—The higher price in the South has been reflected in an advance of 1c a gallon here. There is very little turpentine moving out, but the market is strong, with the possibility of a further advance at no distant date. It is reported that the production next year will be below normal on account of the action which the Turpentine Farmers' Association propose taking to limit the output. Turpentine has been declared contraband of war, which is also affecting the situation to some extent. Prices in Toronto are as follows: Single barrels, 64c; 2 to 4 barrels, 65c; 5-gallon lots, 73c, per Imperial gallon.

Coal Oil and Benzine.—There is a steady demand for coal oil for heaters and prices are steady; see current market quotations. Benzine is steady at 18c, with little demand.

Glass Quotations.

The following quotations are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 per cent.; 5,000 to 10,000 ft., 25 per cent.; 10,000 and over, 30 per cent. Points east of Port Hope up to 5,000 ft., 25 per cent. and over 5,000 ft. 30 per cent. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

A SIMPLE ILLUSTRATION OF PURITY

This
represents
70% of
Brandram's
B. B.
Genuine
White
Lead

In our ten inches
of space the en-
tire height is
taken up with
our illustration.
There is no room
for aught else.

So it is with B. H.
"ENGLISH"
PAINT.

and
this, 30%
of Pure
White
Zinc for
all paints
that can
be made
on a
white
base.

BRANDRAM-HENDERSON

LIMITED

Montreal Halifax St. John Toronto Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b., any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 20 days net.

Shot standard, 100 lbs., \$15. 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hall's 17 50 18 00

ANVILS.

Buckworth, per lb. 0 10½

AUGERS.

Ford's auger bits, 30 and 10 p.c. Irwin's auger, 45 p.c. "Hunters" auger 70 p.c. Rockford's auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.
No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd. —No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. —Spooners' Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½%. Machine Bolts, ¾ in. dia. and smaller, 70 and 5%. Machine Bolts, 7-16 in. dia. and larger, 60 and 5%. Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%. Coach and Lag Screws, 75 and 5%. Slein Bolts, 75%. Square Head Blank Bolts, 60%. Bolt Ends, 60 and 5%. Plow Bolts, 55, 10 and 5%. Elevator Bolts, 60 and 5%. Fancy Head Bolts, 50 and 5%. Shaft Bolts (\$3) list, 50 and 10%. Step Bolts, large head (\$3) list, 50 and 5%. Whiffletree Bolts, 50 and 5%. Nuts, Square, 4½c off list. Nuts, Hexagon, 4½c off list. Stove Rods, per lb., 5½ to 6c. Stove Bolts, 80 and 7½%. Tire Bolts, 75%.

BRASS.

Per lb
Springs, sheets, up to 20 gauge 0 25
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%. Wrought brass, 45% off revised list. Cast iron loose pin, 60%. Wrought steel fast joint and loose pin, 70 and 5%. Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x59 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve 19 00

BOARDS (Wash).

Per doz.

Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass) 3 75
Western King (Enamel) 3 50
Beaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 35%. Creamery cans, 35 and 12½%. Railway cans, 40 and 12½%. Hand, delivery and creamery cans, 35%.

Cream cans, 35 and 12½%; with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 20%.

Common, cork-lined, 3 per cent. Cans, jacketted.

1 gal. jacketted, per doz. .. 2 70
2 gal. jacketted, per doz. .. 3 60
3 gal. jacketted, per doz. .. 4 20
5 gal. jacketted, per doz. .. 4 80
10 gal. jacketted, per doz. .. 8 40

CEMENT AND FIREBRICK.

Less than carload lots .. 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English, 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English, 17 00 21 00
Fire Brick, Am., low, 23 00 25 00

Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls) .. 0 17
Cement (in 5 and 10 gals) .. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross ... 2 40 6 75
Crayons, per gross.. 0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16, \$4.05; ½, \$3.80; 9-16, \$3.80; ¾, \$3.65; ¾, \$3.60; ¾, \$3.40; 1, \$3.20.

Electric Weld Coil Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ¾ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston, and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner 6 50
Cadillac Electric, Model C, 18 00
Cadillac Electric, Model D 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case ... 6 75

COPPER.

Montreal Toronto
Casting ingot \$14 00 \$14 00
Bars, ½ to 2 in. 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14 x 60 base 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 25½
No. 7, lb. 0 24½
No. 8, No. 9, No. 10, No. 12 0 24

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. ... 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets 3 85 4 00

Galvanized.

Apollo D. Crown Gorbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous—

Per box
I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin 9 40

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES. 7½c per lb

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS. 4½c per lb.

D

DRILLS.

Bit Stock Drills, 60 and 5 p.c. Wood Drills, 35 p.c. Straight Shank Drills, 50 and 10 per cent.

YOUR CUSTOMERS WANT BABBITT METALS *MADE IN CANADA*

BABBITT METALS

MADE BY
THE
CANADA METAL CO.
LIMITED

Give Excellent Service.



Imperial Genuine
for
Heavy Loads.

Harris Heavy Pressure
for
General Machinery Bearings

WE HAVE EVERYTHING IN METALS
AND EVERYTHING FOR THE PLUMBER.

WRITE FOR CATALOGUE "A"—MAILED FREE.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG



The Complete Line

"MADE IN CANADA"

Under the trade-mark of this house—which has been established since 1842, is manufactured everything for the use of the painter or the man who does his own painting.

Ramsay's Ready-Mixed Paints are Dominion-standard—they cover the most area—give unusually long wear—and make a friend for you of every user you sell them to.

Write us for prices on your requirements. "The Right Paint to Paint Right."

A. RAMSAY & SON CO.
MONTREAL

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double		Standard	
29 in.		Single	
7 oz. ... 0 17½	6 oz. ... 0 11½		
8 oz. ... 0 19½	7 oz. ... 0 13		
9 oz. ... 0 22	8 oz. ... 0 14½		
10 oz. ... 0 24½	9 oz. ... 0 16½		
12 oz. ... 0 29½	10 oz. ... 0 18		
15 oz. ... 0 36½	12 oz. ... 0 21½		
	15 oz. ... 0 29		

Standard, Single Filled, 36-inch.
7 oz. ... 0 17 10 oz. ... 0 23½
8 oz. ... 0 19 12 oz. ... 0 28½

F**FILES AND RASPS. Per cent.**

Disston's ... 75
Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 66 2-3
Delta Files ... 65
Nicholson ... 66½
Jovett's (English list) ... 27½
Spear & Jackson (Eng. list) ... 35
Globe ... 75
Hellers ... 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STAIL. Doz.
Hollow ... 0 81
Solid ... 1 38

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE. Montreal.
Single bbls., per bb ... 18½
Three bbls. and over ... 18

Any quantity, in bbls. ... 18
Drums, 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.
Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL)
¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5 lbs. and over ... 0 06
Napping, up to 2 lbs. ... 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger, full set ... 2 75
R. W. No. 321, per doz. pr. 14 40
Stearns wood track. Special.

zenith ... 9 00
Atlas, steel covered ... \$5 25 6 60
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00

Double strap hangers, doz. sets ... 6 50
Standard, jointed hangers, doz. sets ... 6 45
Steel King hangers, doz. sets ... 6 40

Storm King and safety hangers ... 5 75
Storm King rail ... 4 25
Crown ... 4 85
Screvent ... 7 25
Sovereign ... 6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25
Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw
No. 1 ... 13 13 15 10
No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured ... 0 12 0 13½
Usual 2 lbs. tare.

Horsehide, with mane and tail, up to ... 3 75
Sheep skins, up to ... 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP

HINGES. Strap. Tee.

4 in., doz. prs. ... \$1 03 \$0 87
5 in., doz. prs. ... 1 25 1 00
6 in., doz. prs. ... 1 35 1 03
8 in., doz. prs. ... 1 84 1 38
10 in., doz. prs. ... 3 24 2 27
12 in., doz. prs. ... 4 03 3 73
14 in., doz. prs. ... 4 59 4 00

Heavy tee and strap discount, 40-10 per cent.

Light tee and strap discount, 70 per cent.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. ... 5 00
Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ¾ in., per lb. ... 5½
Extra hooks for above, ½ in., per lb. ... 5½
Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, \$18.00; No. 10, \$19.50; No. 20, \$35.00; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, \$12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000).

45 per cent.
Garden City fire house hinges, 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3¼-lb., \$4 doz.

HOOKS, GRASS. English

No. 2, per doz. ... 1 60 2 50
No. 3, per doz. ... 1 70 2 90
No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80
Cyclone, doz. ... 2 40
Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.T." steel shoes, feather light pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10 p.c.
Corrugated, 1½ in., ft. ... 0 11
Corrugated, ¾ in., ft. ... 0 14½

Cable, 70 per cent.
Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto

Angles ... base 2 50 2 50

Common bar, per 100 lbs. ... 2 05 2 00

Forged iron, per 100 lbs. ... 2 30 2 35

Refined iron, per 100 lbs. ... 2 40 2 40

Horseshoe iron, per 100 lbs. ... 2 40 2 40

Mild steel ... 2 25 2 00

Sleigh shoe steel ... 2 25 2 25

Domestic ... 2 30 2 00

Reeled machinery steel ... 2 75 3 00

Tire steel ... 2 35 2 20

Sheet cast steel ... 0 15 0 15

Toe calk steel ... 3 10 3 15

Mining cast steel ... 0 07½ 0 07½

High speed ... 0 65 0 65

Cammell Laird ... 0 15

Black Diamond tool steel ... 0 08½ 0 08½

Silver tool steel ... 0 13½ 0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch ... 0 06

¾ to 17-16 in. ... 0 05½

17-16 to 3 inch ... 0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$ 9 50

Less than case, 25c per 100 lbs.

72x30 up to 26 gauge, case lots ... 10 00

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set ... 0 78

Mrs. Potts, No. 50, nickel-plated, per set ... 0 85

Mrs. Potts, handles, japaned, per gross ... 9 00

Sad irons, common, plain ... 5 00

Sad irons, common, plated ... 5 50

Asbestos, No. 70, per set ... 1 50

Asbestos, No. 90, per set ... 1 20

Princess Electric, each ... 3 00

Ideal Electric, each ... 2 85

Gasoline Sad Iron, each ... 3 50

Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock ... 12c ft.

Ontario ... 16c ft.

Faultless ... 20c ft.

Extra Heavy ... 28c ft.

Hercules ... 25c ft.

Decorator ... 18c and 20c ft.

Perfect ... 22c ft.

Chair Ladders, each ... \$2 00

(Roped Extension).

20 ft. ... \$3 00 42 ft. ... \$ 7 95

22 ft. ... 3 30 44 ft. ... 8 38

24 ft. ... 3 60 46 ft. ... 8 74

26 ft. ... 3 90 48 ft. ... 9 12

28 ft. ... 4 20 50 ft. ... 9 50

30 ft. ... 4 50 52 ft. ... 11 44

32 ft. ... 4 80 54 ft. ... 11 88

34 ft. ... 5 78 56 ft. ... 12 32

36 ft. ... 6 12 58 ft. ... 12 76

38 ft. ... 6 48 60 ft. ... 13 20

40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60

22 " ... 2 86

24 " ... 3 12

26 " ... 3 38

28 " ... 3 64

30 " ... 3 90

32 " ... 4 16

34 " ... 5 10

36 " ... 5 40

38 " ... 5 70

40 " ... 6 00

44 " ... 7 48

(Common Single).

Fruit picking ladders, long nose, same price as common

22 ft., each ... 2 64

16 ft., each ... 1 76

14 ft., each ... 1 54

12 ft., each ... 1 20

single ladders; sort nose, 1c per

18 ft., each ... 1 96

20 ft., each ... 2 40

foot additional.

8 ft., each ... \$0 80

LANTERNS.

Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., \$4.75; all brass, per doz., \$10; all brass, nickel-plated, per doz., \$15.

Banner Buggy ... 10 75

Banner Junior ... 11 75

Trulite ... 7 00

Wrightlights ... 7 00

Beacon ... 7 00

No. 2, or 4, plain cold blast ... 7 00

Short globe, pattern ... 7 00

Cold blast, japanned ... 7 00

Brass, well japanned ... 9 25

All brass ... 24 00

Little Bobs A.C., doz. ... 1 90

LANTERN GLOBES.

Cold blast, short ruby ... 1 76

Cold blast, common ruby ... 1 60

Cold blast, short ... 0 65

Cold blast ... 0 50

Prism globes ... 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. ... \$ 3 30

No. 34, per doz. ... 11 80

No. 34X, per doz. ... 11 80

No. 37, per doz. ... 13 40

No. 042, per doz. ... 15 25

No. 42, per doz. ... 16 25

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10

24-gauge, painted metal lath 0 13

23-gauge, painted metal lath 0 15

24-gauge, galv. metal lath 0 17

32-gauge, galv. metal lath 0 19

LEAD.

Montreal Toronto

Trail, 100 lbs. ... 500 5 00

Lead Wool, 8c lb.

Sheets, 2½ lb. sq. ft. 7 50 7 50

Sheets 3 lb. sq. ft. 6 75 6 75

Sheets, 3½ lb. sq. ft. 6 62½ 6 60

Sheets, 4 to 6 lbs. sq. ft. 6 50 6 50

Cut sheets, ½c per lb. extra.

Cut sheets to size, ¾c per lb extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood ... 4 00

1626x9, Walnut pointed ... 4 50

1628x12, Rosewood ... 7 50

104x24, Triple stock (net) ... 21 00

104x27, Triple stock (net) ... 22 00

104x30, Triple stock (net) ... 23 15

LINES, PLOUGH.

Russia snap, per gross ... 33 00

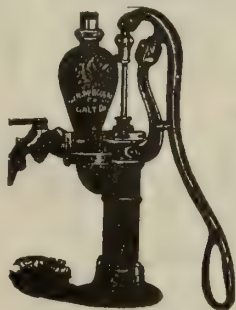
Indian snap, per gross ... 27 00

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



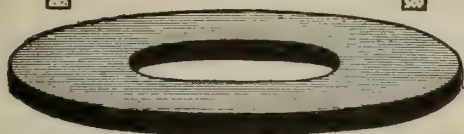
*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Fellow
Plates. Sheared and Punched
Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.



Sell The Varnish That Won't Wear White

Sell your trade a floor varnish that won't wear white or mar under the tramping of many feet or the romping of little kiddies at play.

Liquid Granite, made by Berry Brothers, is that kind of a varnish. It gives floors and other interior woodwork a tough, elastic surface that will not crack, check, or wear white under hard usage. Nor will the hottest water turn

Liquid Granite

white. Wood finished with it may be frequently scrubbed with soap and hot water without any harmful effect.

Liquid Granite, like all other products of the house of Berry Brothers, is a high quality finish—a quality that is the result of over 56 years' experience in the manufacturing of high-grade varnishes.

Send for your supply of Berry Brothers dealer "sales helps." Get ready for the spring varnish trade in your town now. Put in a "Berry" window or two and boost your varnish sales.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Walkerville

Ontario



MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory.	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak.....	15 00

MANGLES.	
Victor, each	\$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6.....	1 00
Size glass, 5 x 7.....	1 25
Size glass, 6 x 9.....	1 60
Size glass, 7 x 9.....	1 75
Size glass, 8 x 10.....	2 00
Size glass, 9 x 12.....	2 60
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75

MOPS.	
Mops, O-Cedar, doz.....	\$12 00
S. W. Mops, doz.....	3 25
New Wizard, small, doz....	8 00
New Wizard, large.....	10 00
Mop sticks, doz.....	1 10
Cast head mops, doz.....	1 35
Crescent, doz.....	1 30
Crank wringing, doz.....	4 75
Extra Cloths.	
Challenge, doz.....	2 10
Woven, cloths, doz.....	1 35

NAILS.	
Standard steel wire nails.	
Toronto, \$2.05 base; Montreal.	\$2.15 base; London, \$2.05 base.
Cut nails — Montreal, \$2.50;	Toronto, \$2.70; London, \$2.70.
Miscellaneous wire nails, 75%.	
Coopers' nails, 33 1-3%.	
Pressed spikes, ½ diameter,	per 100 lbs., \$3 base.

NAILS (HORSE SHOE).	Capewell.	Per box
No. 4, in 25-lb. box.....		\$3 75
No. 5, in 25-lb. box.....		3 75
No. 6, in 25-lb. box.....		3 50
No. 7, in 25-lb. box.....		3 25
No. 8, in 25-lb. box.....		3 25
No. 9, 10, 11 and 12, in 25-lb. box		3 00
Less 10 and 5 per cent. off.		

NAILS (HORSE).		per cent. cut.
M.R.M. cold forged process		
list, 10th January, 1912.		
Size.	Length.	Prices per 25-lb. box.
No. 3.	1½-inch	\$4 10
No. 4.	1½-inch	3 75
No. 5.	1 15-16	3 50
No. 6.	2¼	3 10
No. 7.	2 5-16	2 90
No. 8.	2¼	2 75
No. 9.	2 11-16	2 60
No. 10.	2¾	2 50
No. 11.	3 1-16	2 45
No. 12.	3¾	2 45

NETTING, POULTRY.	
2 in. mesh, 19 w.g., 50-10-5% off;	1½ in. mesh, 50-10-5% off.
NET PRICES ON SMALL SIZES POULTRY NETTING.	

¼ in. x 22 ga. x 12-in., roll.	\$3 00
¼ in. x 22 ga. x 18-in., roll.	4 30
¼ in. x 22 ga. x 24-in., roll.	5 65
¼ in. x 22 ga. x 30-in., roll.	6 90
¼ in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 50
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10

OAKUM.	Per 100 lbs.
Best (American)	9 50
U.S. Navy (American)....	9 00
New hemp (English).....	7 00
U.S. Navy (English).....	6 50
Navy (English)	6 00
Best Navy	5 00
Plumbers (spun)	4 00 4 00

OIL.	
Can. prime white	
petrol	0 13½
Royalite	0 17 0 14
Palatine	0 21½ 0 16½
Castor Oil, per lb.	0 08½ 0 08½
Black oil (Summer)	0 12½ 0 12
Black oil (Winter)	0 14½ 0 14
Cylinder Green	0 35 0 35
Paraffine	0 22 0 20
XXX Machine	0 25½ 0 21

OLD MATERIALS.	
F.o.b. Toronto.	
Tea lead, pack, 2½ lb.	
Tea lead, chest, 3c lb.	
Lead (heavy pipe, etc.), 3½c.	

Brass, heavy, 7½c lb.	
Brass, light, 5½c lb.	
Zinc, heavy, 3½c lb.	
Copper, heavy, 9½c lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Mach. compos., No. 1, 8½c lb.	
Compos. turnings, No. 1, 8½c lb.	
Rubbers, such as old rubber,	
boots and shoes, according to	
trim, 5½c to 6c lb.; overshoes,	
lumbermen's rubber boots, etc.,	
5 to 6c lb.; auto tires, etc., 4c;	
bicycle tires, 2½c.	

PACKING (JUTE).	
Per Coll Lots.	
Fine jute, lb.	0 09½
Beaver, lb.	0 08
Coarse sewer, lb.	0 07
PAPER, ETC.	
O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	
Plain Fibre, No. 1.....	0 50
Plain Fibre, No. 2.....	0 32
Tarred Fibre, No. 1.....	0 62
Tarred Fibre, No. 2.....	0 43
Tarred Fibre, Cyclone, 25	
lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck	
Brand, per roll	0 62
Dry Fibre, Good Luck	
Brand, per roll	0 50

Oiled waterproof building	
paper, 600 sq. ft. roll.....	1 05
400 sq. ft. roll	
O.K. Brand corded sheathing	0 35
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
Q.K. carpet felt	1 40
Per 100 lbs.	
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll.	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs.	2 00
Liquid Roofing Cement,	
bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Cans, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	2 10

PICKS (CLAY).	
5 to 6 lbs., doz.	3 75
7 lbs., doz.	4 00
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.	
Cotter pins, 90 p.c. discount.	

PINS, CLOTHES.	
Selected full count.	Per case
5 gross, 4-in. (loose)	\$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

PIN (ESCUTCHEON).	
Steel, discount, 50 per cent.	
Brass, 50 per cent.	

PIPE, STANDARD WROUGHT			
Buttweld.			
Size	Black.	Galvanized	
¼ and ¾ inch...	\$2 16	\$3 06	
1½ inch	2 64	3 57	
¾ inch	3 05	4 20	
1 inch	4 51	6 21	
1¼ inches	6 10	8 40	
1½ inches	7 29	10 04	
2 inches	9 81	13 51	
2½ inches	15 80	21 65	
3 inches	20 66	28 31	
3½ inches	24 84	34 04	
4 inches	29 43	40 33	
Lapweld.			
2 inches	11 29	14 99	
2½ inches	16 38	22 23	
3 inches	21 42	29 07	
3½ inches	25 76	34 96	
4 inches	30 52	41 42	
4½ inches	35 58	48 26	
5 inches	41 44	56 24	
6 inches	53 76	72 96	
7 inches	79 97	105 30	

8"x25 lbs. per ft.	83 75	111 30
8"x28 lbs. per ft.	96 48	128 40
9 inches	115 60	153 50
10"x32 lbs per ft	107 20	142 40
10"x40 lbs. "	138 00	183 30
12 inches	174 90	

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD).	
Lead pipe, 7½c, 5% off.	
Lead waste pipe, 9c; 5% off.	
Traps and bends, 40% off.	

PIPE (SOIL).	
Medium and extra heavy pipe	
up to 6-inch, 65% and 10 off.	
7 and 8-in., 45% off.	

PIPE (CONDUCTOR).	
2 inch, in 10-ft. lengths....	3 45
3 inch, in 10-ft. lengths....	4 20
4 inch, in 10-ft. lengths....	5 53
5 inch, in 10-ft. lengths....	7 60
6 inch, in 10-ft. lengths....	9 25

PITCH.	
Pine, per bbl.	4 50

PLANES.	
Wood bench, Can., 15 per cent	
Wood, fancy, 30 to 35 per cent.	
Prices, Pliers and Nippers.	
Button's, genuine, 37½ to 40	
per cent.	

PLATES (BOILER).	
Montreal Toronto	
Plates, 1¼ to ½ inch,	
per 100 lbs.	2 40 2 50
Heads, per 100 lbs.	2 65 2 75
Tank plates, 3-16 inch 2 70	2 80

PLUGS (METAL).	
Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH.	Doz.
O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-ozs.	2 00
Liquid veneer, 12-ozs.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100	
in pkg.	6 50

RAZORS.	Per doz.
Baker's King Cutter	14 50
Henckel's	7 50 20 60
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	17 50
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50
REELS, ROSE.	
Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS.	
Iron rivets, blacked and tinned.	
75%.	
Iron burrs, 75 per cent.	
Copper rivets, usual proportion	
of burrs, 35 and 12½: burrs, 30	
and 12½ per cent.	
Extras on Coppered Rivets, ¼-	
lb. packages, 1c per lb.: ¾-lb.	
pkgs., 2c lb.	
Coppered Rivets, net extras.	
2½c per lb.	

ROOFING.	
Tarred felt (7 oz.)	\$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16

Per roll	
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R. complete in roll	1 15
3 ply R.R. complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2 ply, Shield, per roll	0 75
Ready 3 ply, Shield, per roll	0 95
Tarred 210 roofing felt.	
Tarred roofing felt, cwt....	2 10
Campo certainited, 1 ply....	1 25
Campo certainited, 2 ply....	1 55
Campo certainited, 3 ply....	1 85

ROPE.	Lb.
Pure Manila basis	14
British Manila basis	11
African hemp basis	11
Cotton rope, 3-16 and larger	21
Sisal basis	9½
Double lath yarn basis ...	9½

Single lath yarn basis ...	8½
Russian deep sea line basis	20
Russian tarred ratline basis	17
Russian tarred bolt rope	
basis	18
Jute rope basis	12½
Italian rope basis	24

Basis (¾" dia. and larger).	
Cotton rope, 3-16 and larger	0 21
Sisal Clothes Line.	
3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 70
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
3 ply, 100 ft.	1 50
6 ply, 40 ft.	0 95
6 ply, 48 ft.	1 15
6 ply, 60 ft.	1 45
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

RULES, BOXWOOD.	
Rabone's. Per doz	
No. 1375—2 ft. ....(51)...	1 80
No. 1101—2 ft. ....(52)...	3 90
No. 1167—2 ft. ....(7)...	3 60
No. 1106—2 ft. ....(63½)...	4 10
No. 1375—3 ft. ....(66½)...	2 50
No. 1112—3 ft., hf. bound.	6 00
No. 1190—With level	8 85
No. 1493—Brass blacks'hs	1 70
No. 1494—Brass blacks'hs	2 20

SAWS.	
Atkins Hand and Crescent, 25 p.c.	
Disston's Hand, net prices, new	
list.	
Simonds' Hand, 15 per cent.	
Shurly & Dietrich, 35 per cent.	
Spear & Jackson, 40 per cent.	

SCALES.	
Imperial standard	30%
Champion Even Balance	45%
Champion Union	50%
Champion Platform	45%
Gurney Standard	30%
Union Scale	50%
Union Even Balance	50%
Net prices on Champion scales	
are as follows:	

Champion, 4-lb., \$2.75, plus 30c	
for stamping; Champion 10-lb.,	
\$4.12, plus 50c for stamping;	
Champion 24-lb., \$5.50, plus 50c	
for stamping; Champion 600-lb.,	
\$15.40, plus \$1 for stamping;	
Champion 1200-lb., \$18.15, plus	
\$1 for stamping; Champion 2000-	
lb., \$24.20, plus \$1 for stamping	

SAP SPOUTS.	Per 1,000
Bronzed cast iron with	
hooks	6 00
Eureka, tinned steel, hooks	8 00

SCOWS (FURNACE).	
D. Handle	Doz.
L. Handle	\$3 25
	3 25

SCREWS (MACHINE).	
Flat head, iron and brass, 35	
per cent. Fillister head, iron,	
30; brass, 25 per cent.	

SCREWS.	Per cent.
Wood, F. H., bright, 85, 10, 7½,	
10, 5 per cent.	
Wood, R.H., bright, 80, 10, 7½,	
10, 5 per cent.	
O.H., bright, 80, 10, 7½, 10 p	
5 per cent. off list.	
Wood, F.H., brass.. 75 10 7½ 10	
Wood, R.H., brass.. 70 10 7½ 10	
Wood, F.H., bronze. 70 10 5 10	

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

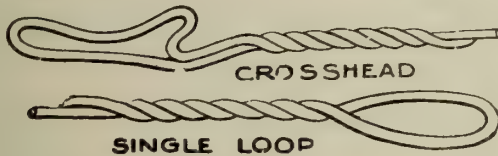
THE TORONTO PLATE GLASS IMPORTING CO., Limited

**PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS**

DON ROADWAY

TORONTO

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

**Twelve Medals of
Award at**

**INTERNATIONAL
Expositions.**



INCORPORATED 1895

**Special Grand
Prize**

**GOLD MEDAL
Atlanta, 1895**

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10 p.c. off.	
22 gauge, per square	0 75
24 gauge, per square	0 90
26 gauge, per square	1 25
28 gauge, per square	1 00

Galvanized.

	Queen's	Fleur-de-lis	Gorbals
10-20 .. 3 50	3 45	3 80	
22-24 .. 3 85	3 55	3 85	
26 .. 4 10	3 90	4 10	
28 .. 4 35	4 10	4 35	

Colborne Crown — 16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

	Montreal	Toronto
14 gauge	2 35	2 35
16 gauge	3 10	3 10
18-20 gauge	3 45	3 20
22-24 gauge	3 70	3 55
26 gauge	4 05	3 70
28 gauge	4 25	3 90

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2 1/2	45
Socket sc'ps. 50 and 5 ..			45 and 5
vet. scoops 50			
Drain. tools 60 60			
Scoops	60 and 5		45 and 5
Hollow backs			
and sand. 60			45
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.			

SIFTERS, ASH.

Wood sifters, doz.	\$ 1 75
Rocker, No. 1, each	3 60
Rocker, No. 3, each	2 50
Banner, each	1 40

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24 \$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

	Montreal	Toronto
Tinker's bar	0 21	0 26
Wire solder, lb.	0 24	0 28
Bar half-and-half ..	0 22	0 22

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Acme	0 18
Commercial	0 19 1/2
Easy	0 19 1/2
Star Extra	arthonora
Strictly standard wiping	0 23

SPELTER.

Foreign, per 100 lbs. 6 50 6 50

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12
Bright Fence, 100 lb. kegs 2 50	
Bright Fence, 25-lb. boxes 2 75	
Galv'd fence, 100-lb. kegs 2 55	
Galv'd fence, 25 lb. boxes 3 10	
Cooper's staples, 45 p.c.	
Bright spear point, 75 p.c.	

SWEPEERS, CARPET.

Univ. Japd., cyco bearing.	24 00
Univ. N.P., cyco bearing.	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Parlor	34 00
Am. Queen N.P., ball-bearing	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each ..	\$2 75
Ontario, 2-passenger, each ..	3 75
Ontario, 4-passenger, each ..	25
Stratford, 4-passenger, each ..	5 50

Boysers Gliding Settees with

awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 50 and 10; 1/4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 55 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimps, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in paper, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85	
Ass skin, No. 714, 66 ft., doz. 3 40	
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Rabone's.	
Tape Lines, linen, No. 2601	
x50, each	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000....\$5 00

Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Montreal Toronto

Tin, per lb.35-37 35-36

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Oneida Jump, 65%.

TRESTLES.

5 ft., each. \$1.50 14 ft., each. \$4.20

8 ft., each. 2.00 16 ft., each. 4.80

10 ft., each. 2.50 18 ft., each. 5.40

12 ft., each. 3.00 20 ft., each. 6.00

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13 1/2

600 ft., per lb. 0 11

550 ft., per lb. 0 09 3/4

500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.

10 ton lots, 1/4c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-lb

4-ply

3-ply

TUBES.

Boiler Tubes.

Montreal Toronto

100 ft., 1 1/2 in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2 1/2 in. 10 25

100 ft., 2 3/4 in. 12 25 10 65

100 ft., 3 in. 13 30 11 00

100 ft., 3 1/2 in. 15 55 13 00

100 ft., 4 in. 19 80 16 75

TUBS.

Samson Galvanized.

No. 11, doz., net

No. 22, doz., net

No. 33, doz., net

Common Galvanized.

No. 1, doz.

No. 2, doz.

No. 3, doz.

	Per nest.
Nests of 3—0, 1 and 2	\$2 38
Nests of 3—1, 2 and 3	2 05
Nests of 4—0, 1, 2 and 3	2 95
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3 per doz.	7 00

V

VALVES, ETC.

Ground work, 55%.

Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.

Flatway stop and stop and waste cocks, 60, 10%; roadway, 60 and 5%.

J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.

J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 50%.

Copper tea and coffee pots, 50%.

Copper pitted, 30 and 5%.

Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White ware, 75%.

Canada, Diamond, Premier, 50 and 10%.

Pearl, Imperial and Colonial steel, 60 and 10%.

Star decorated steel, 33 1/4%.

Hollow ware, tinned steel, 40% off.

Enamelled street signs, 50%.

WARE, TIN, PIECED.

Discount, 35%.

10-qt. flaring sap buckets, 35%.

6, 10 and 14-qt. flaring pails, 35%.

Copper bottom tea kettles and boilers, 35%.

Coal hods, 35%.

Roller and tea kettle pitted, 30 and 5%.

WARE, STAMPED.

Plain, 72 1/2 and 5.

Retinned, 72 1/2 and 5.

Tinners' trimmings, 72 1/2 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.

Full box, 45 p.c. smaller lots.

30 p.c.: assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.

Narrow wood and felt...1 1/4c ft.

Medium wood and felt...1 1/4c ft.

Wide wood and felt...2 1/4c ft.

All felt Frost King...\$4.40 doz

WEIGHTS, ASH.

Sectional, 1 lb., per 100 lbs. 2 00

Sectional, 1/2 lb., per 100 lbs. 2 25

Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.

Smarts, Horse, 3 1/2c lb.

WHEELBARROWS.

Navy, steel wheel, doz.21 00

Garden steel wheel, doz.32 40

Light garden, per doz.22 80

Heavy garden, L-side

Heavy farm, solid side

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular steel, 36 ins. 1 25

Tubular steel neckyokes,

36 inches

Tubular steel doubletrees,

40 inches

Tubular steel lumbermans,

44 inches

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.

Copper wire, 50 and 2 1/2 per cent.

Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 14, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.30; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright soft drawn 15c; charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft rolls \$1.50 per 100 sq. ft.; in 50-ft. rolls \$1.55 per 100 sq. ft.

Rustless screen, 7c sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized ..	2 15
No. 12, plain galvanized ..	2 30

Alabastine is selling better now than ever before. Why? BECAUSE

The vogue for plain tints and water color effects is rapidly increasing. Alabastine is the oldest and best known brand, and you can safely recommend it as the most artistic, sanitary, and practical material. More satisfying results can be obtained at 25 per cent. to 50 per cent. less cost than with wall paper or paint.

Improved Quality. Alabastine is now made by a new process and mixes quicker, brushes easier, covers better, and lasts longer than any other article of the kind. The new goods are marked "Slow Setting," meaning that it can be left mixed indefinitely and remain in good working condition. Painters and expert decorators use and highly recommend the new goods.

The Alabastine Service. We have trade-winners in our store helps and premium offers. Drop a line to us or your jobber and get full information about the Special Brush or Cash Premium to Painters and free Stencils to users of Alabastine in packages only. Also an entirely new, bigger and better line this year, of Color Cards, Wall Books, Color Plan Books, and Stencil Catalogues. Get in line for the big, new, attractive Display Cabinet and Window Trim.

We have recently established service stations as follows:

Winnipeg—Burrow, Stewart & Milne Co., Ltd., 130 James Ave. Vancouver—Norman Jessiman, 2370 Cornwall St. Toronto—M. M. Patterson, 30 Garden Ave.

The Alabastine Company of Paris, Limited
PARIS, - ONTARIO



Painters—Save 100 large words ALABASTINE for Premium.

Made in Canada

Alabastine is made in Canada, from Canadian and British materials, entirely. Our extensive newspaper and magazine advertising in 1915 will bring out this feature clearly, and it gives Alabastine a big advantage over the wall coatings made in the United States.

Get Your Share

of the paint business this year. Let's get together on the subject. We can show you how to really give your customers the utmost satisfaction and at a considerable "better than usual" profit to yourself. Moore's House Colors (Pure Linseed Oil Paint) are remarkable for covering capacity and low price. Made in Canada, by

BENJAMIN MOORE & CO., LIMITED

6 Lloyd St. - West Toronto



"How to Keep Mail Orders at Home"

We have just printed a booklet which tells you how to put the "kibosh" on mail order sales in your community. It's the liveliest, most helpful piece of printed matter ever issued for dealers in farm implements. Ask us for a copy and we will rush one to you. We will also prove to you that the grindstones to keep mail orders at home are

CLEVELAND GRINDSTONES

Sold only to Hardware and Implement Dealers

The only genuine Berea grindstones. The standard. No soft spots or flint spots. Specially selected stones for farmers' use. Every one guaranteed to you and to your customer.

THE CLEVELAND STONE CO., Leader-News Bldg., CLEVELAND, OHIO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEE SWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ..\$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2 55 \$3 60

COLORS (DRY).

Per lb.
Raw Umber 100 lb. keg. 0 09
Burnt Umber, 100 lb. kegs 0 09
Raw Sienna, 100 lb. kegs 0 09
Burnt Sienna, 100-lb. k. 0 09
Imperial green, 100 lb kegs 0 12
Italian red, 100 lb. kegs. 0 08
Brunswick green, 100-lb. k 0 10
Indian red, 100 lb. kegs. 0 06
Indian red, No. 1, 100 lb. k 0 06
Vermillion, 100 lb. kegs. 0 20
Drop black, pure dry ... 0 12
Golden ochre, 100 lb. kegs 0 03½
White ochre, barrels 0 04
Yellow ochre, barrels 0 01½
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 02
Super magnetic red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure 0 12
Chrome yellow, pure 0 23
Golden ochre, pure 0 14
French ochre, pure 0 12
Chrome green, pure 0 11
French permanent green, pure 0 15
Signwriters' black, pure.. 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co. 1 80
Alba-Gloss enamel 4 00
Anchor Floorlustrer 1 80
Lowe Bros.' Linduro 4 20

FILLER.

Gal.
Luxeberry Enamel\$5 00
Screen Enamel B.B. 1 65

GLUE.

Per lb.
French medal 0 15
English common sheet.... 0 10
English prima 0 17
White pig'sfoot 0 21
Perfection amber, ground, No. 1236 0 13
Cake, bone, 112-lb. bags.. 0 10
Hide, 112-lb. bags 0 15
Gelatin, 112-lb. bags 0 20
Ground glues, 112-lb. bags—
No. 1 0 11
Extra 0 15

GLASS.

(TORONTO QUOTATIONS).

Size United Inches. Star.
Under 26\$6 50
26 to 40 7 00
41 to 50 7 40
51 to 60 8 00
61 to 70 8 75
71 to 80 9 50
81 to 85 10 50
86 to 90
91 to 95
96 to 100
Double Diamond.

Size United Inches.

Under 26\$ 8 60
26 to 40 10 00

41 to 50	11 70
51 to 60	12 00
61 to 70	12 75
71 to 80	13 85
81 to 85	17 50
86 to 90	18 85
91 to 95	19 20
96 to 100	22 75
101 to 105	32 00
106 to 110	36 00

Discount on 16 oz. glass 20 per cent.; discount on double diamond, 20 per cent.; cut sizes, 10 per cent.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90		20.50
91 to 95		22.00
96 to 95		25.00
101 to 105		32.00
106 to 110		36.00

With the following discounts:
Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.

Montreal:
Country discount, 35 and 5 per cent. off list, delivered.

City discount, 45 and 5 per cent. off.

Toronto:
Country discount, 40½ off list delivered.

City, 42½ off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine\$8 75 \$8 90

"Anchor," pure 8 45 8 60

Green Seal 8 45 8 60

Brandram's B.B. Genuine 9 45 9 60

C.P. Co. decorat's pu. 8 45 8 60

Crown and Anchor, pure 8 65 8 80

Decor'or's Pure (Wpg) 8 60

Painter's Pure White 8 45 8 60

Lead 7 95 8 10

Ramsay's Pure Lead.. 8 45 8 60

Ramsay's Exterior ... 8 15 8 30

Tiger Pure 8 45 8 60

"James Genuine".....10 00 10 15

Stephens' H. P. P. (Winnipeg) 8 70

Less than ton lots, 20c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound

casks, per cwt. 8 00 6 38

Genuine, 100-pound

kegs, per cwt. 8 25 6 75

No. 1 casks, per 100

lbs. 7 75 6 25

Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..\$17 50

2 lb. pkgs., per 100 lbs.. 15 00

5 lb. pkgs., per 100 lbs.. 12 00

25 lb. pkgs., per 100 lbs.. 11 00

100 lb. pkgs., per 100 lbs.. 9 75

200 lb. kegs, per 100 lbs.. 9 60

300 lb. pkgs., per 100 lbs.. 9 50

600 lb. casks, per 100 lbs.. 9 00

MURESCO.

Tints in 5 lb. packages, per 100

lbs., \$5.40.

OILS (LINSEED RAW).

Montreal Toronto

Single bbls....See weekly report

3 to 5 bbls....See weekly report

6 to 9 bbls....See weekly report

LINSEED, BOILED.

Single bbls....See weekly report

3 to 5 bbls....See weekly report

6 to 9 bbls....See weekly report

PAINTS (PREPARED).

Per gallon

In qt. tins.

Sherwin-Williams paints, base 2 00

Canada Paint Co.'s pure... 2 00

Elephant and Prism..... 1 80

Benj. Moore Co.'s

"Egyptian" Brand 1 45

Moore's house colors, per

gallon 1 75

Brandram-Henderson's

"English" 2 00

Fresco-Tone, in quarts.... 1 80

Ramsay's paints, pure ... 1 80

Ramsay's paints, Thistle.. 1 60

Martin-Senour, 100% pure. 2 00

Senour's floor paints 1 60

Jameson's Crown and An-

chor brand 1 60

Stephens' House Paint

(Winnipeg) 1 90

Stephens' Floor Paint

(Winnipeg) 1 75

Silkstone Wall Color..... 2 00

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks... 0 08½

Orange Mineral, 100-lb. kegs 0 05½

PRIMER.

Gal.
Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.

1 lb. cans\$0 18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kegs 0 11

¼ barrels 0 10½

Barrels 0 10

PUTTY.

Standard

Montreal Toronto

Bulk, in casks 2 30 2 40

Bulk, 100-lb. drums. 2 50 2 60

Bulk, 25-lb. drums. 2 60 2 70

Bladders, in bbls. 2 80 2 90

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange,

30c lb.

TAR (PINE TAR).

Half pint tins, per doz. ... 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH.**REMOVER.**

Taxite, 1 gal. cans 2 10

Cumoff 2 10

TURPENTINE.

Montreal Toronto

5 gal.See weekly report

Pure, single bbls.

See weekly report.

SLATING.

Gal.

2 to 4 bbls. 0 60 0 64

Liquid Slating, B.B.\$3 00

STAINS.

Gal.

Oil, & Spirit, Berry Bros..\$2 50

Water Stains, Berry Bros. 1.25

Berrycraft stain finish ... 3 00

Shingletint, 5 gal. cans ... 1.15

VARNISHES.

Per gal. cans

Liquid Granite\$3 00

Elastic Interior 3 00

Elastic Outside 6 00

Luxeberry, light 3 00

Luxeberry, white 5 00

Luxeberry, spar 4 50

Luxeberry, exterior 5 00

Dugloss finish 3 00

Carriage, No. 1 1 50

Excello 2 00

Mar-Not 2 70

Elastic Oak 1 50

Light oil finish 1 35

Gold sized japan 2 00

Baking black japan 1 35

No. 1 black japan 0 95

Crystal Damar 2 50

No. 1 Damar 2 25

Oilcloth 1 50

House painters' white jap.. 1 95

Elastilite varnish 2 25

Opaline varnish 2 25

Granitine floor finish 2 25

Jameson's floor enamel ... 1 75

Sherwin-Williams' KOPAL

varnish 2 50

Canada Paint Co.'s SUN

varnish 2 25

"Flint-Lac," coach 1 30

B. H. Ltd., "Gold Medal,"

cases 1 80

Dependon Lt. H. Oil Finish 1 55

Everlastic Floor 2 30

Elastica exterior finish ... 4 25

Flatline floor finish 3 00

Stovepipe varnish, ½ pints,

gross 9 00

Pure white shellac varnish

Pure orange shellac var-

nish 1 90

No. 1 orange shellac var-

nish 1 75

Kyanize floor finish 3 25

Kyanize cabinet rubbing ... 3 25

Kyanize spa 4 25

Kyanize stains 3 25

WATER PAINTS.

Opalite, 300 lb. bbls. 0 07

Opalite, 100 lb. kegs 0 07½

1 gal. package, per pkg. 0 45

½ gal. package, per pkg. 0 25

WASTE (POLISHING).

Cream 0 13

White 0 12

WASTE (WHITE).

XXX extra 0 11

X Grand 0 10½

XLGR 0 09½

X Empire 0 08½

X Press 0 07½

WASTE (COLORED).

Fancy 0 07½

Lion 0 07

Standard 0 06½

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MacLean's Magazine is the largest and most influential monthly in Canada, presenting articles on national subjects and strong Canadian fiction in addition to a digest of world events. Farmer's Magazine is the herald of agricultural progress—a monthly magazine which deals with the problems of the farm in virile and readable form.

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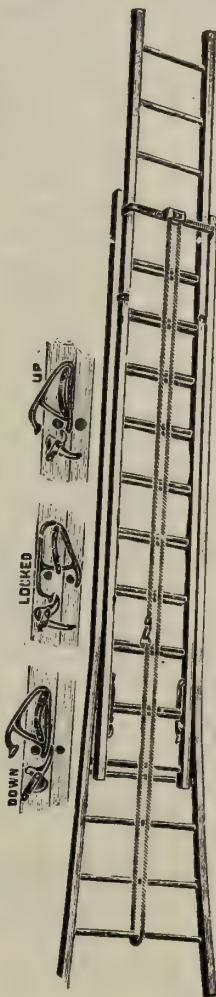
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Distinctive Quality! Roped Extension Ladder



Made of high-grade yellow pine with rock elm rounds. Rounds so placed as to take up all strain and prevent sagging. Reinforced by hardened galvanized steel wire, running the full length of each side, and properly embedded and fastened in the material. This will extend very easily without the usual catching and jerking — has full sliding motion, which is worked with a light pull on the rope. Can be had in lengths from 20 ft. to 60 ft.

Absolutely the best on the market — and the ladder speaks for itself.

Pays a distinctive profit.

The Stratford Mfg. Co.
Limited
Stratford, Ontario

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WRITING ADVERTISERS

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will bring you better file business if you start boosting

"DELTA" FILES

A Test in competition with other makes of files will convince anyone that the Delta is distinctively superior in every way. The responsibility for this file perfection lies in our long experience in file making, the employment of highly skilled file cutters and temperers and the use of crucible steel. We are the only file manufacturers using this material absolutely in files from 3 to 24 inches. There's a size and shape for every purpose. Order from your jobber. BUT be sure the Delta trade-mark is on the tang of the files you receive, for it's a guarantee of "Delta" merit — a satisfaction, or money back guarantee.



If your jobber cannot supply you, write us.

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PHILADELPHIA, PA.

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Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 60

ANVILS.

Peter Wright, 80 lbs. and up, 1 1/2¢ per lb.; clip horn, 12 1/2¢.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1 1/2 lb., \$6.65; 2 lb., \$6.90; 2 1/2 lb., \$7.50; 3 lb., \$7.75; 3 1/2 lb. and 4 lb., \$8; H. B. Handled Axes, 2 lb., \$8; 2 1/2 lb., \$9.50; 3 lb., 3 1/2 lb. and 4 lb. \$10; Black Prince Axes unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35 per cent.; broad axes, 5 to 7 1/2 lb., \$28 per doz; 7 1/2 to 9 lb., \$30.80.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$8.50; Brittain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting, 66-2-3 per cent. off the list.
No. 1, 66-2-3 per cent. off list.
Standard, 60 per cent. off list.
The "double" list is just twice the price of "single".

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides, 95¢; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.
Steel, 50 per cent.; wood, 60 per cent.
Wood, tackle, common, 60 per cent.

BOLTS.

Carriage, % and smaller, 60%; 7-16 and larger, 50%; machine, % and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2¢ off; case lots, \$2.75 off; stove bolts, 77 1/2%; sleigh shoe bolts to %, 50%; 7-16 and up, 40%.

BUILDING PAPER.

Tarred, 55 to 82¢ per roll, according to quality; plain, 40 to 68¢; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coll, 3-16 in., \$10.00; 1/4, \$7.25; 5-16 \$5.85; 3/8, \$5.00; 7-16, \$4.75; 1, \$4.50; 9-16, \$4.50; 5/8, \$4.40; 3/4, \$4.25. Logging, 5-16, 6 1/4¢; 3/8, 5 1/4¢; Tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$7.41 each.

CLEAVISES, MALL.

7 1/2¢ per lb.

COPPER.

Sheet and planished copper, 34¢ per lb. Tinned, 27¢. Braziers' soft copper, 10-24 fl., 26¢; 27 1/2¢.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, 1/2 in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 10%.
Nicholson's, 65%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37 1/2 per cent.

GASOLINE.

Painters' naphtha, bbls., 21¢ per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.

HINGES.

Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.
Corrugated strap, 4, 5, 6, 8, 10, and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.25.

IRON BAND.

1 1/2 in., \$2.85; 1 1/4, \$2.85; 1 in., \$2.90.

IRON, GALVANIZED.

Apollo and
"Fleur "Queen's de Lis." Head."

10 3/4 oz. or 28 Eng. 4 75	5 10
28 Am. or 26 Eng. 4 50	4 85
26 Am. or 26 spec'l 4 25	4 60
24 Am. and Eng... 4 10	4 45
22 Am. and Eng... 4 10	4 45
18 & 20 Am. & Eng. 4 00	4 30
16 Am. and Eng... 3 85	4 15

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6¢ per lb.; 4 lbs., 7 1/2¢ per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set ... 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 65
Mrs. Pott's common sad iron handles, 85¢ a dozen. Mrs. Pott's improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trullite short globe, doz. ... 7 25

LEAD PIPE.

\$7.50 coil; less coil, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.

Raw, per gal., 66¢; boiled, per gal., 69¢.

These prices are for barrels. Less amounts 5¢ per gal. extra, with additional charges for can, etc.

LOCKS.

Peterboro and fittings, 45 p.c.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50 per cent.

NUTS.

Square and hex., small lots, f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

		Gal.	Tin varnized
1/2 gal., dome top....	\$2 10	\$3 04	
1 gal., dome top....	2 55	3 42	
2 gal., dome top....	3 97	4 55	
3 gal., dome top....	5 10	7 35	
5 gal., dome top....	6 34	8 25	

OILS.

Silver Star oil, 18 1/2¢ gal.; Royalite oil, 16¢ gal.; Palatine oil, 18 1/2¢ gal.; Capital Cylinder, 56¢ gal.; Standard gas engine oil, 41¢; Polarine oil, 60¢ gal.; Prairie Harvester oil, 30 1/2¢ gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2 1/2¢; less than barrel lots, 3¢; golden ochre, barrels, 3 1/2¢; less than barrels, 4 1/2¢; Venetian red, barrel, \$2; less than barrels, \$3; American vermilion, 12¢; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3 1/2¢; English purple oxide, in casks, 3 1/2¢; less quantities, 4¢ per lb. Red lead, kegs, \$8.50. 9¢ lb. for less.

PARIS GREEN.

1 lb. pkgs., 21 1/2¢. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.

1/4 inch, \$3.50; 3/8 inch, \$3.60; 1/2 inch, \$4.20; 3/4 inch, \$5; 1 inch, \$7.35; 1 1/4 inch, \$9.90; 1 1/2 inch, \$12; 2 inch, \$16; 2 1/2 inch, \$25.00; 3 inch, \$33.45.

IRON PIPE.

Black, 1/4 inch, \$2.50; 3/8 inch, \$2.60; 1/2 inch, \$3.20; 3/4 inch, \$3.75; 1 inch, \$5.50; 1 1/4 inch, \$7.45; 1 1/2 inch, \$8.90; 2 inch, \$12; 2 1/2 inch, \$19.25; 3 inch, \$25.15; 3 1/2 inch, \$30.25; 4 inch, \$35.80; 4 1/2 inch, \$42.35; 5 inch, \$49.75; 6 inch, \$64.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.65; 8 inch, \$4.90. Black sheets —28 gauge, \$3.60; 26, \$3.45; 24, \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-20, \$3.15.

PLOW SHARES10¢ per lb.

Landslide plow, 1 1/2 x 14 in., \$1.75 per dozen.

PUTTY.

100-lb. drums 3 00
25-lb. irons, per cwt. 3 10
1 1/2-lb. tins 0 06

RASPS.

Heiler's 70 and 5 per cent.; Heiler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32¢; 10, 35¢; 12, 37¢; copper burrs, No. 8, 44¢; 10, 47¢; 12, 51¢; copper rivets and burrs, No. 8, 36¢; 10, 38¢; coppered, No. 8, 17¢; 10, 18¢.

ROPE.

Sisal, 10 1/2¢ base; pure Manila, 15 1/2¢ base; British Manila, 12¢ base; lath yarn, 9 1/4 base.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80 10 and 5 per cent.; flat head, 85 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25.
Grass, \$7.25 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, \$9.65; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask lots, 10 1/4¢; small lots, 10 1/2¢.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.80.

SNATHS, SCYTHE.

Grass, No. 2, \$7.25; brush, No. 1, \$8.25.

SOLDER.

Per pound, 25 to 26 cents.

SPIKES.

Pressed, 1/4 in., \$4.50; 5-16, \$4.15; 3/8, \$3.90; 7-16, \$3.80; 1/2, \$3.75; 5/8, \$3.75.

STAPLES.

Bright wire per cwt., \$2.55 at Fort William, \$2.95 Winnipeg; galvanized staples, \$3.25 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; harrow, \$3.25 base; cast, octagon tool steel, 8 1/2¢ base; square tool steel, 9 1/4¢ base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE. Rivet. Paten'd 6 in., per 100 ft.... 9 00 9 05
7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42
7 inch, per doz. 1 60
8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58¢ per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates 9 75	

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75¢.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 60
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminate	2 09
Best wearing body	5 00
Best gearing varnish	4 00
Extra light hard oil	1 90

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.

42 1/2 per cent. off the list.

WHITE LEAD.

Decorators' pure white lead, \$9.40 per cwt.

WIRE, BARB.

Per Spool of 80 Rods f.o.b. Lyman 4-point, Fort William, \$1.90; Winnipeg, \$2.25; Glidden 2-point, Fort William, \$1.77; Winnipeg, \$2.10; Baker 2-point, Fort William, \$1.75; Winnipeg, \$2.07; Alberta 2-point, Fort William, \$1.65; Winnipeg, \$1.93; American special 2-point, Fort William, \$1.40; Winnipeg, \$1.65; plain twist, per 100 lbs., Fort William, \$2.80; Winnipeg, \$3.20; coil spring, No. 9 (coiled), per 100 lbs., Fort William, \$2.20; Winnipeg, \$2.60; No. 12 (coiled), Fort William, \$2.30; Winnipeg, \$2.70; plain galvanized wire, No. 9 (plain), Fort William, \$2.15; Winnipeg, \$2.55; No. 12 (plain), Fort William, \$2.25; Winnipeg, \$2.65.

WIRE CLOTH.

Patented screen, in 100 ft. rolls, \$1.60 per hundred sq. feet; in 50 ft. rolls, \$1.70 per 100 sq. feet.

WIRE, PLAIN.

\$2.90 base.
Bale ties, 14 gauge, single loon, \$3.65 Winnipeg, \$3.25 Fort William.

WIRE (STOVEPIPE).

18 and 19 gauge, 5 1/4¢ per lb.

WRINGERS.

Royal Canadian, \$38 per doz.; Eze, \$42 per doz.; Bicycle, \$48 per doz.; Ajax, \$8 each.

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MERCHANDISE
plus **SERVICE**

Development in the West has been so rapid that only the merchant with a good connection has been able to keep pace with it.

No jobbers in Canada have done more to assist their customers to increased prosperity by supplying them with the newest and best of merchandise than

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE" LIMITED

with their up-to-date and approved methods of Service.

We are always in the vanguard of progress. This means efficiency. You derive the benefit of it; for through our perfected Service we enable you to make a more rapid turn-over, thus increasing your profits.

Our stock is complete in every detail; our Mail Order Department unrivalled for speed, accuracy and despatch.

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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FOR SALE—A SMALL STOCK OF PAINT—will sacrifice as it must be sold. For particulars write Box 152, Hardware and Metal, Toronto. (4)

FOR SALE—HARDWARE STOCK—GOOD eastern location. Stock about \$6,000. Turnover \$17,000. Shows a gross profit of nearly \$4,000. Apply Box 153, Hardware & Metal, Toronto. (3)

WANTED

WANTED—BY FIRST CLASS HARDWARE man, age thirty, position as travelling or retail salesman. Box 156, Hardware and Metal, Toronto. (5)

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SALESMEN WANTED: To sell the high-grade Anti-Klog Hand, Barrel and Power Sprayers and I.M.C. Lift, and Force. Single and Double-Acting Pumps for Hand, Wind Mill and Power use, to the trade on a strictly commission basis. This line is well known. Give reference and territory covered in first letter, which will be held in strict confidence, otherwise no attention will be paid to the application.

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No. 50 Center St., - - - - - Plano, Illinois.

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WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

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Paper will bring good results**



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Assure Your-
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Work.**

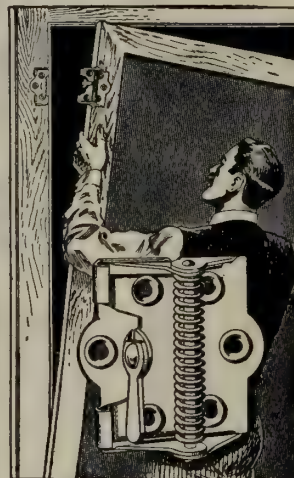
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3555 Olive Street, St. Louis, U.S.A.



**JIFFY
Detach-
able
Screen
Door
Hinge
Patented**

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for **WINTER STORM DOORS**, as well as **SCREEN DOORS**. Made in all finishes, twelve pairs packed in a box. Be sure and have your jobber show you this hinge before buying others, or **WRITE FOR SAMPLE TO**

SAUNDERS & WAINWRIGHT
St. Nicholas Bldg. Montreal

**A want ad. in this paper will
bring replies from all
parts of Canada.**

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SHOT—High and Low Carbon
INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80 %

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

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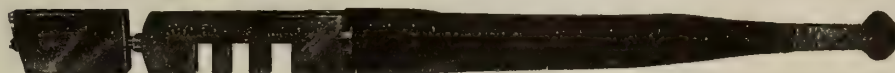
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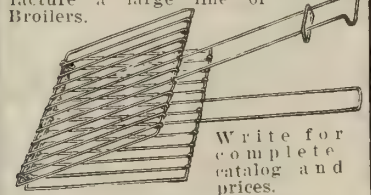
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- Hose, Garden and Lawn.**
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The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
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- Ice Cream Freezers.**
Wm. Cane & Sons Co., Newmarket.
McClary's, London, Ont.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
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North Bros. Mfg. Co., Philadelphia.
Quality Tool Co., Montreal.
- Iron and Steel Bars.**
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Dominion Iron and Steel Co., Ltd., Sydney.
Henderson & Richardson, Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



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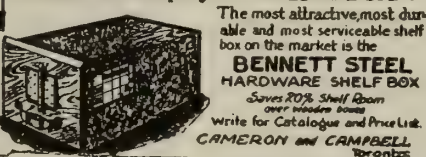
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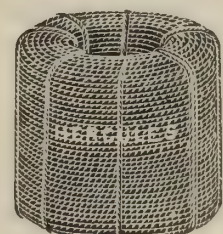
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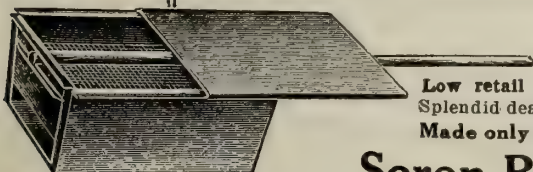
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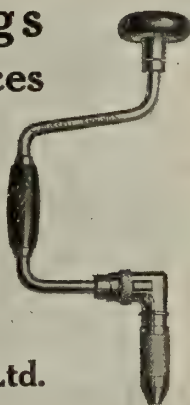


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By seeing that this exact
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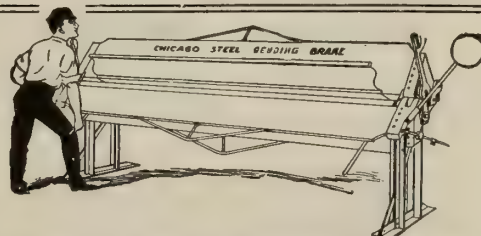
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For
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Speed

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(Made in all sizes)
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Yours truly,

THE McCLARY MFG. CO., C. E. Main, Manager
The Steel Bending Brake Works Ltd., Chatham, Ont.

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The Universal Sale of CHATILLON SCALES

is constantly increasing. Our products stay sold. They have a number of imitators, but no superiors. All our scales are warranted to be accurate and perfect in workmanship. Our policy is quality products and fair prices.

Our complete line of BUTCHERS' CUTLERY

knives, cleavers, steels and cutlery for hotel, restaurant and kitchen use, has acquired a reputation for excellence. The users of our line of cutlery are universally satisfied.

For twenty-five years our skilled workmen have been producing this cutlery. The steel is especially adapted for the purpose—tempered by our own process. The high standard of quality that has made John Chatillon & Sons' products world-famous is maintained throughout this line.

Interesting illustrated catalogue upon request.

JOHN CHATILLON & SONS
85 Cliff St. - New York City
Quality is absolutely guaranteed.

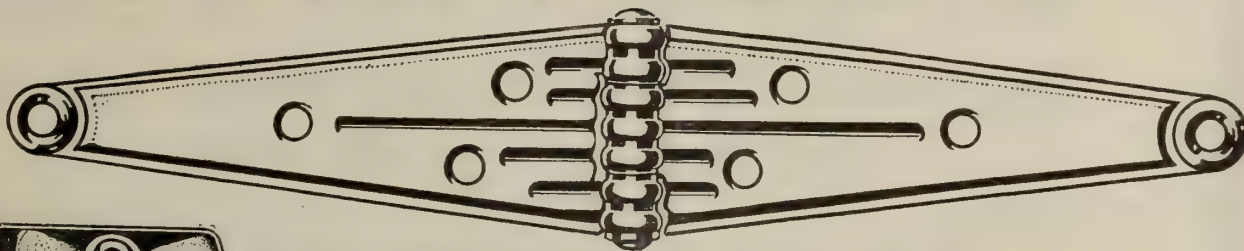


Do you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

STANLEY'S

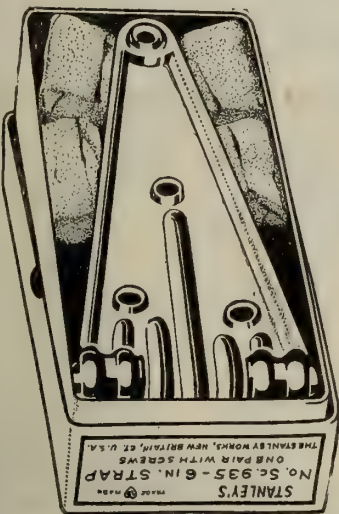


In the STRONG STANLEY BOX

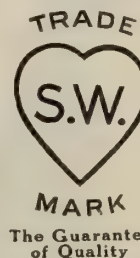
The Stanley Box is of the strong telescope pattern which has been used so many years for Stanley Butts and other wrought hardware. It is made under the same roof as Stanley Butts, and is of the same high quality. When you order Stanley's you know you will not receive a lot of flimsy boxes with flap ends and half the screws spilled out in the case.

ASK YOUR JOBBER FOR

Stanley No. 935, Corrugated Strap Hinge
Stanley No. 937, Corrugated Extra Heavy T. Hinge
In bulk or packed one pair in a box, with screws.
ALL STANLEY PRODUCTS SHIPPED PROMPTLY



A Box of Stanley's, No. 935



THE STANLEY WORKS

NEW BRITAIN, CONNECTICUT

CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO., CORISTINE BUILDING, MONTREAL

CLASSIFIED LISTS OF ADVERTISEMENTS

Taps.
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
J. Rabone & Sons, Birmingham, Eng.

Tea Kettles.
Soren Bros., Toronto.

Technical Books.
MacLean Publishing Co., Toronto.

Tents and Awnings.
Scythos & Co., Toronto.

Telescopic Ash Hoists.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Threshing Tools.
Pratt & Whitney Co., Dundas, Ont.

Tiling, Wall and Floor.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
The Barton-Netting Co., Ltd., Windsor, Ont.

Tinners' Snips.
Peck, Stow & Wilcox Co., Southington, Conn.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tinware.
Hoods, Ltd., Birmingham, Eng.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

Tires, Auto, Bicycle, and Baby Carriage.
Canadian Consolidated Rubber Co., Montreal.

Tools.
Hoods, Ltd., Birmingham, Eng.
Buck Bros., Milbury, Mass.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.

Robt. Sorby & Sons, Sheffield.
Stanley Rule & Level Co., New Britain.

Tools—Metal Workers'.
Brown-Boggs Co., Hamilton.
Peck, Stow & Wilcox Co., Southington & Cleveland.

Tool Grinders.
Richards-Wilcox Canadian Co., London, Ont.
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Clayton & Lambert Mfg. Co., Detroit.

Tool Handles and Lumbering Tools.
J. H. Still Mfg. Co., St. Thomas.

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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Travelling Cranes.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

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Trolleys.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Tubing, Rubber.
Canadian Consolidated Rubber Co., Montreal.

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Northern Electric Co., Montreal.
Onward Mfg. Co., Berlin, Ont.

Vacuum Sweepers.
MacKenzie Bros., Winnipeg, Man.

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Berry Bros., Ltd., Walkerville, Ont.
Imperial Varnish and Color Co., Toronto.

Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Metallic Roofing Co., Toronto.

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.

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Wm. Cane & Sons Co., Newmarket.
Meakins & Sons, Hamilton.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee.

Watering Cans.
Soren Bros., Toronto.
Sheet Metal Products Co., Ltd., Toronto.

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C. S. Norcross & Sons, Bushnell, Ill.

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Hamilton Whip Co., Hamilton, Ont.
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Thos. Birkett & Son, Ottawa.
Caverhill, Learmont & Co., Montreal.
Howland, H. S. Sons & Co., Toronto.
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Winches.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.

Window Guards.
B. Greening Wire Co., Ltd., Hamilton.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Wire Door Guards.
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B. Greening Wire Co., Ltd., Hamilton.

Wire, Iron, Steel, Brass and Copper.
Dominion Iron & Steel Co., Ltd., Sydney.

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Henderson & Richardson, Montreal.
Laidlaw Bale Tie Co., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Northern Electric Co., Montreal.

Wire Mats.
Andrews Wire Works of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope, Ont.

Wire Goods, Bright.
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Andrews Wire Works, Watford, Ont.
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Wire Products.
Andrew Wire Works, Watford, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

Dominion Iron & Steel Co., Ltd., Sydney.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

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MacKenzie Bros., Winnipeg, Man.
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Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.

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Frost Wire Fence Co., Ltd., Hamilton, Ont.
Dominion Iron & Steel Co., Ltd., Sydney.

Wrenches.
Peck, Stow & Wilcox Co., Southington & Cleveland.

Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., Catharines.



If General Trade is Dull

Specialize in Ross Cadet Rifles which are having a ready sale.

What with Cadet organizations, indoor Shooting Clubs, and the ordinary demand for a good .22 calibre rifle, there are many opportunities of making sales.

The retail price is \$12.00 and every sale counts.

THE ROSS RIFLE CO., - QUEBEC

Do You Want More Money?

OF course you do and are willing to make use of your spare hours in a way that will net you the biggest returns. Many others like yourself have had the same desire to turn their spare time into money and profitable experience. They are now making from \$5 to \$20 a week, according to the time given.

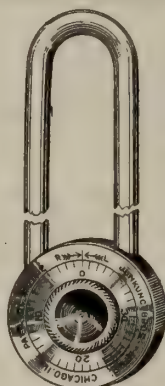
IF YOU ARE NOT AFRAID OF WORK you can make \$5 a week, giving 3 hours a week to taking subscriptions to

MACLEAN'S MAGAZINE

We supply you with all you need to take subscriptions except the determination. We allow a definite, liberal commission on both new and renewal subscriptions.

THE coming months are the most pleasant in the year for the work. If you write at once we can appoint you as our local representative.

MACLEAN PUBLISHING CO., Ltd.
143-153 University Avenue, TORONTO



"Style A - for Motorcycles"

A NON-FREEZABLE LOCK

Hardware dealers everywhere have endorsed this new keyless, non-freezing combination hasp lock. Operates the same as a safe. No rivets, springs, pin or bolts—contains only five parts—locks in three places—made of Rolled Brass.

The JUNKUNC Combination LOCK

Made in seven styles. The ideal lock for Automobiles, Motorcycles, Garage doors, lockers, tool chests, barns, etc., in fact for every locking purpose. Fully guaranteed and positively "non-pickable."

Our Special Introductory Offer

Write to-day for special introductory assortment and prices. Remember, there's a mighty good profit for you in each sale. We furnish circulars FREE.

If your jobber cannot supply you write direct to **JUNKUNC BROS., Manufacturers**
956 West 71st Street, Chicago

We have a large stock of
CARRIAGE and MACHINE BOLTS
and **COACH SCREWS,**
RIVETS, NUTS and
WASHERS



Orders Filled
and Shipped Immediately

London Bolt & Hinge Works
LONDON, CANADA

CORRUGATED GALVANIZED IRON

Sheet Copper, Black Steel Sheets, Ready Roofing, Etc.

Ask us about Apollo Keystone Copper-Bearing Sheets.

We'll mail you our monthly stock list and full particulars upon receipt of a card.

The Roofers Supply Co., Limited

Toronto, Ont.

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

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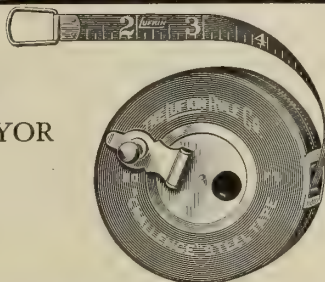
VANCOUVER

When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR
are looking for the trade-mark

LUFKIN



SOLD BY ALL
JOBBERS

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or
they have been educated up to it by their
associates.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Extraordinary Washing Machines at Ordinary Prices

Every Housekeeper is looking for a washer that has few parts to care for and
simple mechanism that does not get out of order.

ALL CUMMER-DOWSWELL MACHINES CARRY THIS TRADE-MARK

Some of the Leaders are:—

New Idea (Electric, with swinging wringer).
Seafoam "A" (Electric, with stationary wringer).
Seafoam "B" (Gas, Gasoline, Engine or Wind-
mill drive).
Ideal (Water Power).
Playtime (Power and Hand Drive).
New Century "D" (Water Power).
Sunlight (Hand Drive).

New Century "A," "B," and "C" (Hand Drive).
New Idea "B" and "C" " "
Flyer " "
Momentum " "
Noiseless " "
Snowball " "
Peerless " "

THE RETAIL PRICES ARE ATTRACTIVE—THE DEALER'S PROFIT RIGHT.

Sold through all Jobbers.

Cummer-Dowsell, Limited, Makers, Hamilton, Canada



"THE FARMER'S ADVOCATE"—Oct. 22nd, 1914.

First of a series of 7 full front page ads. that we have contracted with the Advocate for this coming winter and spring.



Buying Without Seeing

Seeing Without Buying

WHAT IS A BARGAIN?

The average farmer to-day is getting to look upon a fence bargain with caution, because in the last two or three years these so-called bargains have been disappointing. How often to your knowledge has cheap fence turned out to be just the opposite and ready for repair or replacement in a short while? Suppose you divide these bargains into classes:

REAL BARGAINS—Reasonable prices on Frost fences which have the quality to draw trade from competitors.

FAKE BARGAINS—Worth even less than the low price asked.

PARTIAL BARGAINS—Only worth as much as you pay, and consequently NO bargain at all.

It is certainly a hard matter for the buyer to discriminate between these and to be sure he is getting his money's worth, unless he turns to the firm that has a reputation and which does a steady day-in and day-out business—the firm that sells the only fair way there is to sell—through dealers who keep a supply on hand which you can see before you buy.

Is there very much satisfaction in buying fence which is sold to you at one price and your neighbor at another price, and then your hardware dealer buys it lower still, although you are encouraged to believe that you are buying direct at the lowest possible price?

The Frost Fence Company has built up an enormous business, principally because it does business in one way only and gives the buyer full value every time. The old customers with their repeat orders from year to year make

Frost Fence First

Frost Fence is made reliable. Up-to-date wire mills give us good wire, so that you'll not find Frost Fence scaly and without the proper protection against the weather. The machines for weaving are run slowly and smoothly and turn out good fence rather than a large quantity; because we believe that this lasting product at fair prices will build our business larger than flooding the country with low-priced fence which must fall down. We want you to know that our advertising campaign has always been fair and square throughout, and we give every fence buyer the positive assurance that we make no wild claims whatever. Frost Fence has a proud reputation to uphold, and it will always be made so that it is the **REAL BARGAIN** in fences. Get a catalogue.

Seeing What You Buy

Buying What You See

Frost Wire Fence Company LIMITED
Hamilton, Ontario

Mr. Dealer: Frost Fence is *FIRST* because it is the widest advertised fence to-day, it is distinct from all others, and its better quality and more perfect weaving are so well drilled into the consumer. Our dealer can always command the highest profit and, with our Ring Lock Fence as a sideline, he can control the bulk of the trade. We also have a fine line of Gates and Lawn Fencing.

Let us send you our prices, also our traveller.

Frost Wire Fence Company, Limited, Hamilton, Ontario

HARDWARE AND METAL

Vol. XXVII. **PUBLISHED EVERY SATURDAY SINCE 1888** January 23,
 No. 4 **THE MACLEAN PUBLISHING COMPANY, LIMITED** 1915
 PUBLICATION OFFICE: TORONTO, CANADA



**ALL
COLORS**

CAMPBELL'S THE FIRST AND BEST VARNISH STAIN

INTRODUCED IN 1886



**ALL
COLORS**



FOR FINISHING FLOORS, FURNITURE AND INTERIOR SURFACES

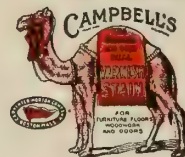
Why not join our **Army of Agents** and enjoy the profits to be had from satisfied come-back customers?

A card brings our 1915 proposition and the real meaning of

"Co-operation"

Distributed by

A. Ramsay & Son Co.	Montreal, Que.
Lyon, Monkhouse, (Ltd.)	Winnipeg, Man.
F. R. Begg & Co. (Ltd.)	Vancouver, B.C.
Revillon Wholesale (Ltd.)	Edmonton, Alta.
Calgary Paint & Glass Co.	Calgary, Alta.



MANUFACTURED BY
Carpenter-Morton Company
 EST. 1840

Makers of Fast Selling Specialties
77 Sudbury St. Boston, Mass.



Made in
La Salle, Ill.
by
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to

hear. The movement plates are bridged like on a Waltham watch—you can change both mainsprings *without taking the movement apart*. The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is \$3.00, and there's a \$3.00 resale tag on everyone you buy.



WHEN YOU SKATE

you will experience a comfort and sense of security unknown before, if you are wearing the

Perfection Steel Ankle Support

Whether you are a beginner or an expert skater, you need the "Perfection" Support—it is the only really efficient stay for the ankles.

*Sold by all the Leading Dealers.
Price, \$1.00 per pair.*

Owen Sound Steel Press Works

CANADA'S VERY BEST BARN DOOR HANGER



STORM
PROOF

JUMP
PROOF

BIRD
PROOF

TROUBLE
PROOF

Doors hung on the CHAMPION, No. 321, are hung right and will stay right.

Get the Genuine RICHARDS-WILCOX TROLLEYS.

RICHARDS-WILCOX CANADIAN COMPANY, LIMITED
London - Montreal



Carborundum Grinder showing
Tool-grinding Guide

The Grinders that You will Sell Carborundum Niagara Grinders

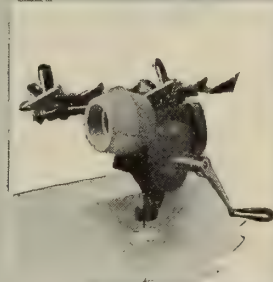
For shop, farm and home—for the manual training school—Every machine equipped with a Carborundum

Wheel—every machine smooth, and easy running and made from the best of materials—The castings strong, durable, oil- and dust-proof—the gears accurately cut—the machines carefully assembled. They are made in our own plant—and made right. Several sizes and styles designed for real grinding service.

THEY ARE THE GRINDERS YOU WILL SELL

Send for complete details, descriptions, etc.

**THE
CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.**



Carborundum Grinder showing
Mower-section Holder



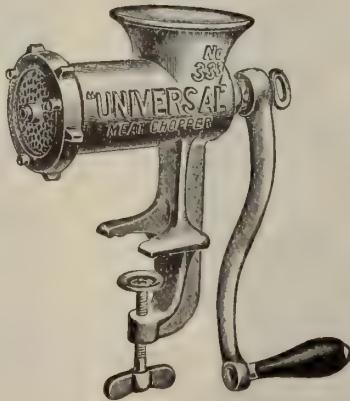
Carborundum Niagara
Grinder Display Stand



Carborundum Niagara
Foot-power Utility Grinder

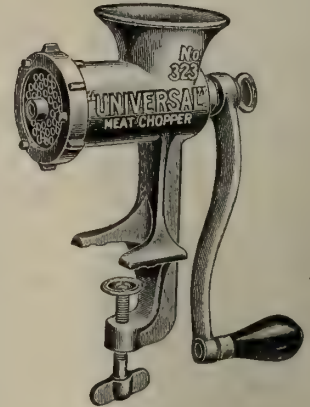
UNIVERSAL

Meat Choppers



No. 333.
Price, \$2.50.

Chops three pounds of meat per minute. Diameter of hopper, 4 x 5 inches. Diameter of barrel, 2½ x 2¾ inches. Weight, 10 pounds each.



No. 323.
Price, \$1.75.

Chops 2½ pounds of meat per minute. Diameter of hopper, 3 x 4 inches. Diameter of barrel, 2½ x 1½ inches. Weight, 5¼ pounds each.

Sanitary

All patterns are made with thumb screw or clamp, making them removable from bench or block for cleaning, putting into icebox, etc.

Economical

Owing to the construction of the feed screw considerable less meat is left in the machine after operating than other makes.

Ease of Operation

The cranks in UNIVERSAL Meat Choppers are larger than in other makes, giving a greater leverage and requiring less work.



No. 304.
Price, \$4.00.

Chops four pounds of meat per minute. Diameter of hopper, 5 x 6 inches. Diameter of barrel, 2½ x 3¼ inches. Weight, 16¼ pounds each.



No. 331.
Price, \$2.25.

Chops three pounds of meat per minute. Diameter of hopper, 4 x 5 inches. Diameter of barrel, 2½ x 2¾ inches. Weight, 10 pounds each.

Finish

UNIVERSAL Meat Choppers are heavily tinned by an exclusive process, producing the finest possible finish. Handles are black and add considerably to the attractiveness of the machine.

Cutting Parts

"UNIVERSAL" knives and plates are of fine quality cast steel, uniformly ground and machined. The knives are hollow ground, cut cleanly, and retain their edge longer than other makes.

For prices, etc., write to your jobber or direct to us.

LANDERS, FRARY & CLARK

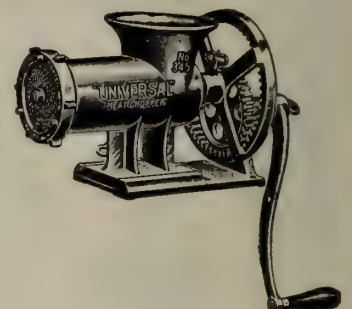
New Britain, Conn.

Makers of the famous
UNIVERSAL FOOD CHOPPER



No. 305.
Price, \$5.00.

Chops five pounds of meat per minute. Diameter of hopper, 6 x 7 inches. Diameter of barrel, 3¼ x 4 inches. Weight, 27 pounds each.



No. 345.
Price, \$9.00.

Chops five pounds of meat per minute. Diameter of large gear, 3¾ inches. Diameter of barrel, 3¼ x 4 inches. Diameter of hopper, 6 x 7 inches. Weight, 37 pounds each.



New Year's Resolutions

BUY ONLY THE BEST



LEWISITE ROOFING

is made from Pure Wool Felt
and Pure Asphalt.

We guarantee that each roll
contains 108 square feet and
weighs 5 pounds per square
more than any Standard Brand.

All Pure Roofing, no sand or
filler.

Send us a Sample Order. 

LEWIS BROS., LIMITED
MONTREAL, QUE.
WHOLESALE HARDWARE



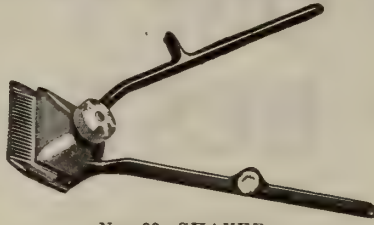
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

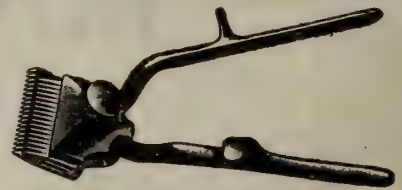
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickelling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clipper of the utmost lightness and refinement, not paralleled by any other American manufacturer.



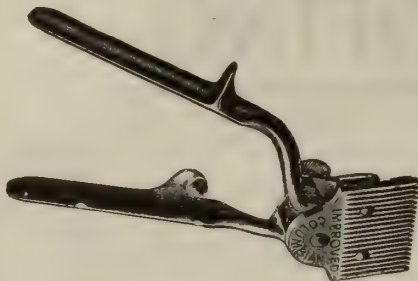
STANDARD No. 0, No. 1, and No. 2.
Retailing at about \$2.50. High-class
barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard
and neck trimming. Retailing at
about \$2.25.



SPEED
Best low-priced Clipper made. Retail-
ing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing
at about \$1.50.

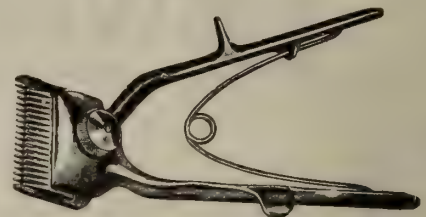
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about
\$1.00.

When placing your Spring paint order
don't overlook these two new varnishes

SHERWIN-WILLIAMS

SCAR-NOT



REXPAR

A varnish that is waterproof. Hot or cold water won't turn it white. It holds that bright, fresh look too. People want such a varnish for their furniture and woodwork.

Rexpar is King of Spar Varnishes when it comes to standing up under severe exposure — weather, water or sun. Extreme elasticity, toughness, and durability make Rexpar what it is.



THE SHERWIN-WILLIAMS Co.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

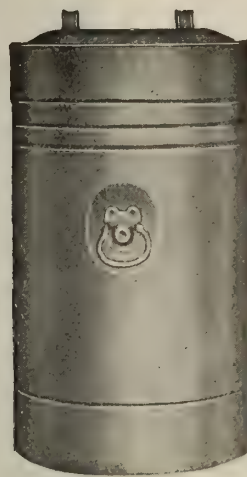




Work on Cold Days

Make Milk Cans

We Can Supply the Trimmings



From now till Spring, you will be busy finding work for the "boys." Line up all the milkmen in your locality for milk cans. We supply the tinned sheets, the solder and all the parts. You supply the labor, and so keep more money in your home town. Hundreds of tinsmiths work on milk cans during their spare time in the Winter. Why not you?

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

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Time to Order

FREEZERS

Whether you stock the **LIGHTNING**, **GEM** or **BLIZZARD**, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand—one that brings trade and helps you keep it.

The **BLIZZARD**, being a low-priced Freezer, makes a good running mate with either the **GEM** or **LIGHTNING**. Now is the time to place your order. Shipment can be made any time you specify.

BE SURE to INCLUDE the LIGHTNING ICE CHIPPER No. 1. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.

Your Jobber will Supply You.

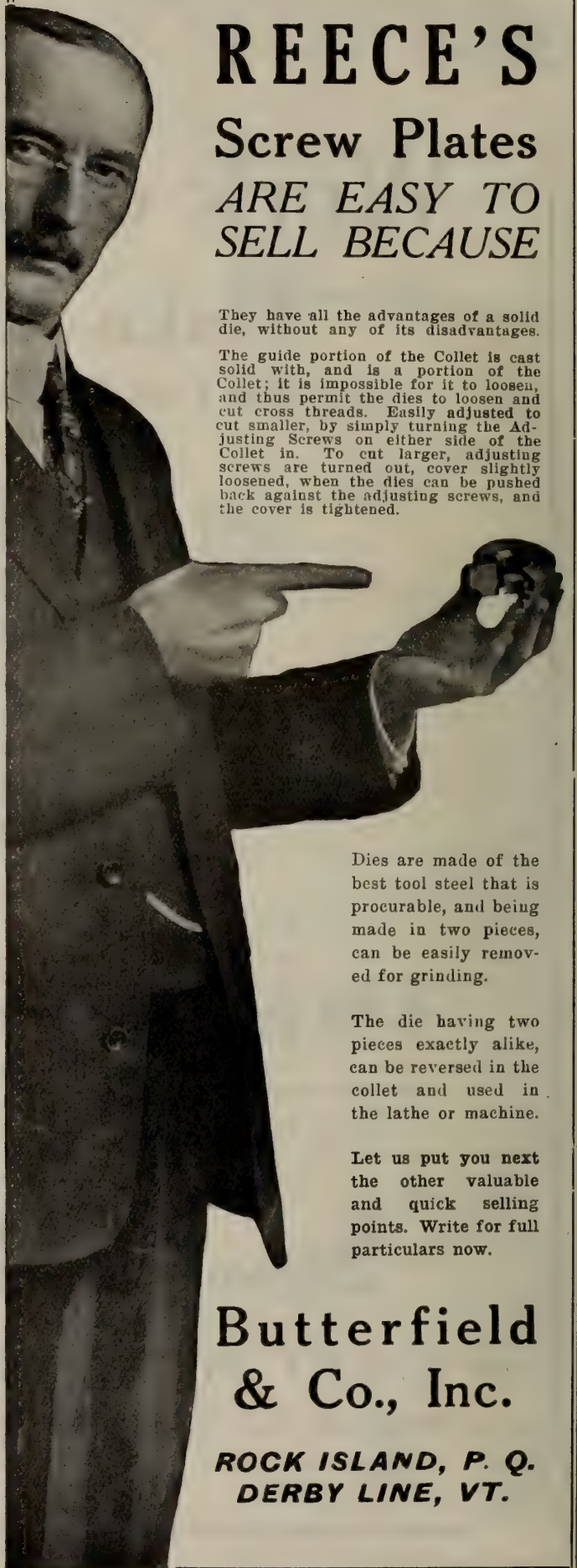


NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

REECE'S Screw Plates ARE EASY TO SELL BECAUSE

They have all the advantages of a solid die, without any of its disadvantages.

The guide portion of the Collet is cast solid with, and is a portion of the Collet; it is impossible for it to loosen, and thus permit the dies to loosen and cut cross threads. Easily adjusted to cut smaller, by simply turning the Adjusting Screws on either side of the Collet in. To cut larger, adjusting screws are turned out, cover slightly loosened, when the dies can be pushed back against the adjusting screws, and the cover is tightened.



Dies are made of the best tool steel that is procurable, and being made in two pieces, can be easily removed for grinding.

The die having two pieces exactly alike, can be reversed in the collet and used in the lathe or machine.

Let us put you next the other valuable and quick selling points. Write for full particulars now.

**Butterfield
& Co., Inc.**

**ROCK ISLAND, P. Q.
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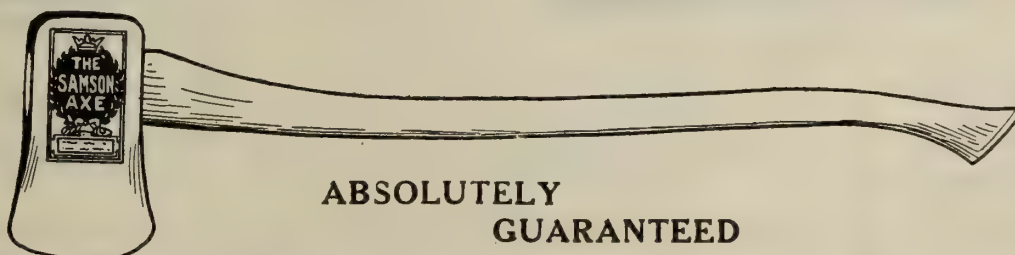


*For
Superior Quality
and
Efficient Service
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SAMSON AXES

THE UNIFORM TEMPER
means the same keen, hard
edge after repeated grindings.



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H. S. HOWLAND, SONS & CO.

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OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

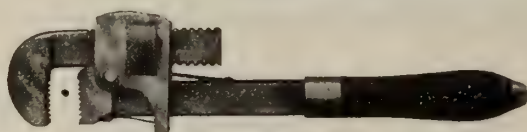
Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

"W & B" Pipe Wrenches the Only Pipe Wrenches

MADE IN CANADA

The line comprises all sizes from 6 to 48 inches



**"W & B" Wood Handle Grips. Length open
6 to 14 inches.**



**"W & B" Steel Handle Grips. Length open
18 to 48 inches.**

These Wrenches are extra strong, frames well proportioned.

The Jaws are Drop Forged and tempered, giving them strength to resist the most severe strains.

Other patterns of "W & B" SCREW WRENCHES MADE IN CANADA at our St. Catharines factory, are our Machinists' Knife Handle, "Railroad Special," Regular (Agricultural Pattern). Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.

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Established 61 Years

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Angle, Angle Bars, Band, Mild, Merchant Bars, Machinery, Tire, Plain and Twisted Concrete Reinforcing Bars, Plow Beams, Refined, Horse-shoe, Rivet, Etc.

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All kinds and lengths in standard and special gauges.

HORSESHOES and HORSESHOE NAILS

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"INVINCIBLE" FENCING and GATES

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Davidson's "Frost River" Refrigerators



Made entirely of sheet steel, galvanized and constructed on sanitary principles.

The exterior is Japanned in French Grey with gold corner scrolls and ornamented panels. The food chamber is enamelled a snowy white, with tinned, rustless wire shelves.

All inside parts are removable for cleaning purposes.

Made in three sizes.

The all-steel body will not warp or crack.

A "Frost River" Refrigerator should last a lifetime.

Prices and particulars on application.

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Will bring you good business

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NEVERSLIP SHOES AND CALKS

Horse Shoeing the Neverslip way is rapidly replacing the old method.

Neverslip Calks stay sharp a long time, and when they wear out can be replaced with a complete set of new ones in 20 minutes.



It's easy to create a demand and make it consistently good because horse shoers and horse owners both recommend them as being the distinctly superior way of sharpening.

Neverslip goods save the user horses, time and money, and pay the dealer a good profit.

Put in a trial order, and let your horse shoers know that you can supply them.

Without Red Tips they are not Neverslips

Our descriptive booklet T gives full information. Drop a card for it now.

The Neverslip Manufacturing Co.

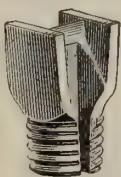
U.S. Factory : New Brunswick, N.J.

Canadian Factory and Office :

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Keystone



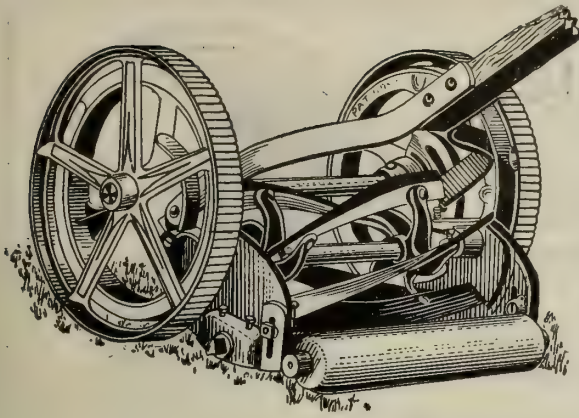
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No. 5



"Woodyatt" Lawn Mower

Open four-knife cylinder. Tool steel knives oil-tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass-box attachment. This mower has been on the market longer than any other high-grade mower in the world.

"Mayflower"

9-inch wheels. Cast steel knives, oil tempered, adjustable half-box bearings on cylinder shaft. Adjustable bottom knife, five-knife cylinders, grass attachment. Sizes 12-inch, 14-inch, 16-inch and 18-inch.

If your jobber cannot supply you, write us; we'll be pleased to quote you our discounts.

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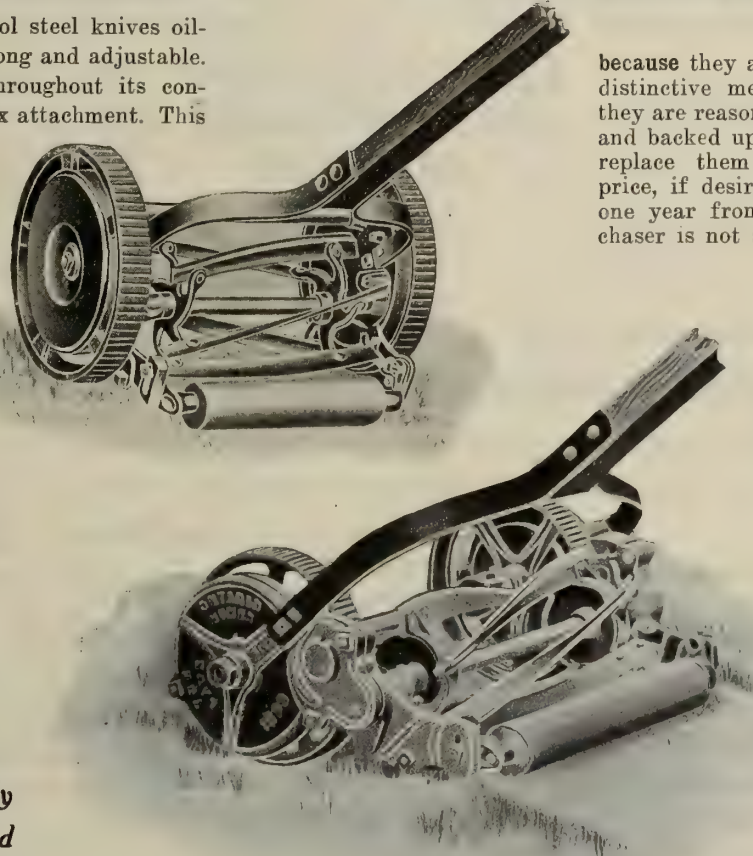
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Not long till the Grass Grows

Place your order for 1915 Lawn Mowers with your jobber now, but be sure to specify

"Taylor-Forbes" Lawn Mowers



because they are high-grade machines, with distinctive mechanical feature — **because** they are reasonable in price. Canadian-made and backed up by a guarantee that we will replace them or refund their purchase price, if desired, if for any reason within one year from date of purchase the purchaser is not satisfied with his investment.

"Ontario"

Specially adapted for bowling greens. Used by over 80% of them in Canada, and

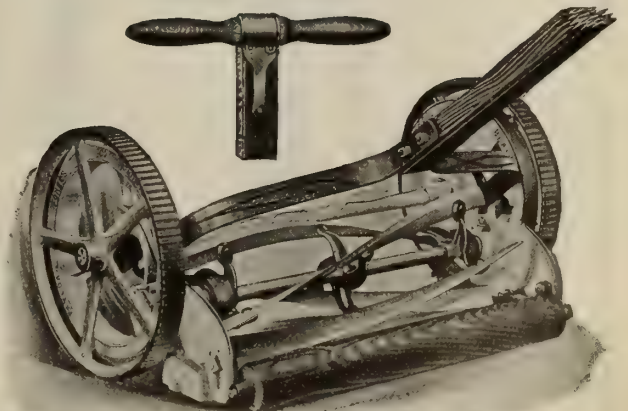
is the favorite machine with bowlers in England.

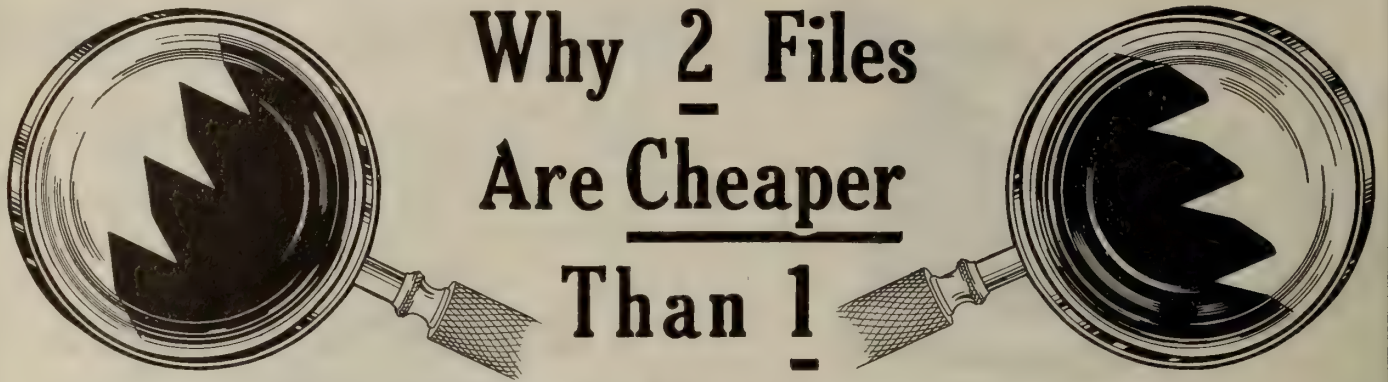
6 blades, 7½-inch wheels. Knives of crucible steel, special temper. Constructed with greatest care for high-class work. Grass attachment. The most wonderfully constructed machine on the market.

Sizes—12-in., 14-in., 16-in., 18-in. and 20-in.

"Empress"

Open four-knife cylinder, 10½-inch wheels. Special tool steel knives, oil-tempered. Case-hardened, adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared, polished steel shafts. Cheeks easily attached. Made with grass-box attachment.





On the left is a cross-section of a new file, as it appears beneath a magnifying glass. Note the sharp edge of the teeth.

On the right is a cross-section of a worn file, magnified. See how the teeth have lost their edge. Obviously, they can't cut as fast and deep and true as when new.

So that to get the last possible use from an inexpensive file, much costly time and labor is wasted.

A practical test in your customers' shops proves the economy of discarding all files before they're completely worn out. The saving in time, labor and filing cost will show a substantial profit over the extra first-cost of files.

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

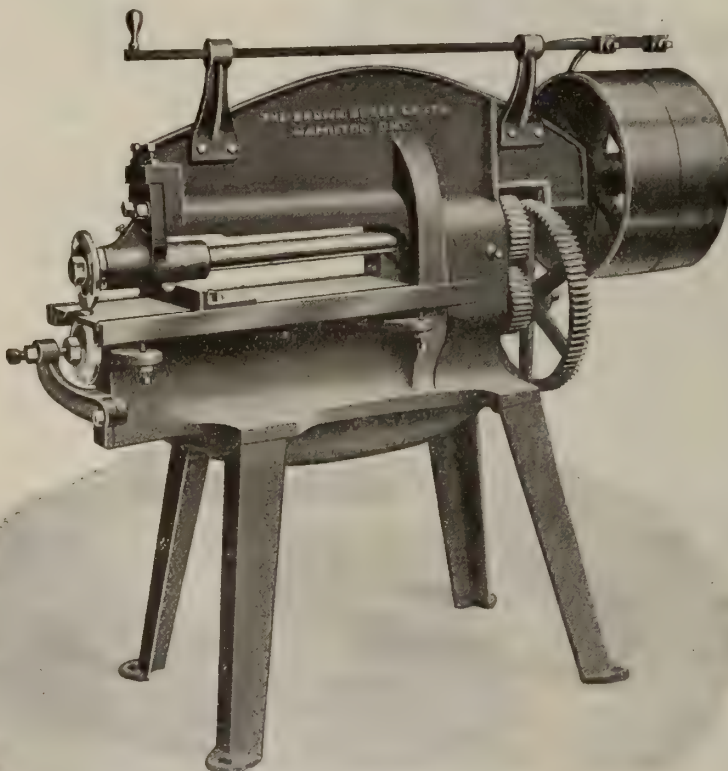
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Highest efficiency and lowest cost are attained by using only the "Famous Five."

Our 50 years' experience—our 60,000,000 yearly output—our 5 great factories—our own specially designed and built automatic machinery — and our absolute control of every manufacturing operation — make the "Famous Five" uniformly efficient and economical.

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Decrease your operating expenses by installing tools embracing the necessary essentials.

**Correct Design
Best Material
Perfect Workmanship**

Our product is the result of 40 years' manufacturing experience, and is a guarantee of satisfaction.

This is the TIME to figure on IMPROVED METHODS for producing your work. Let us figure on your next installation.

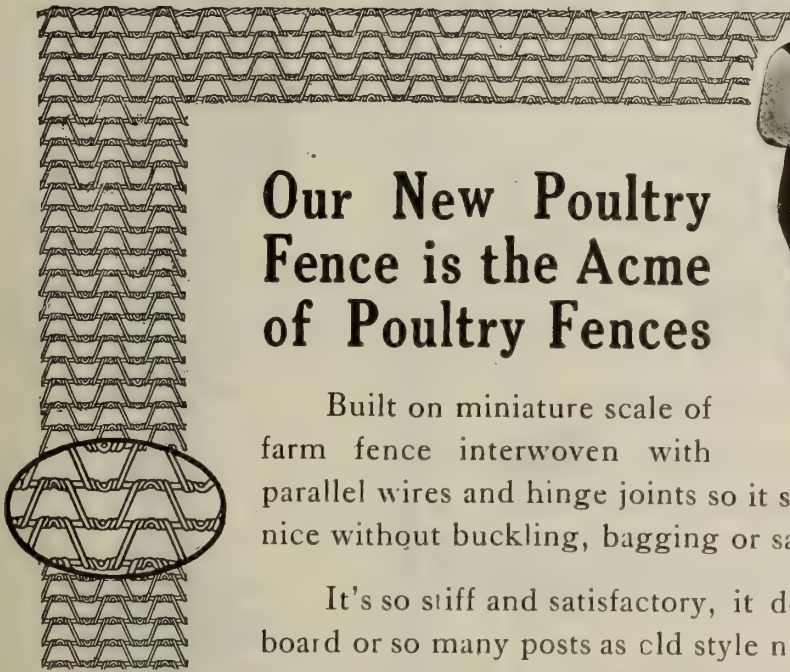
We will help you make a SUCCESS of it.

"Service is our Watchword."

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HAMILTON, CAN.

Tinsmith Tools, Sheet Metal Workers' Tools,
Power Presses, Dies, Etc.

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Our New Poultry Fence is the Acme of Poultry Fences

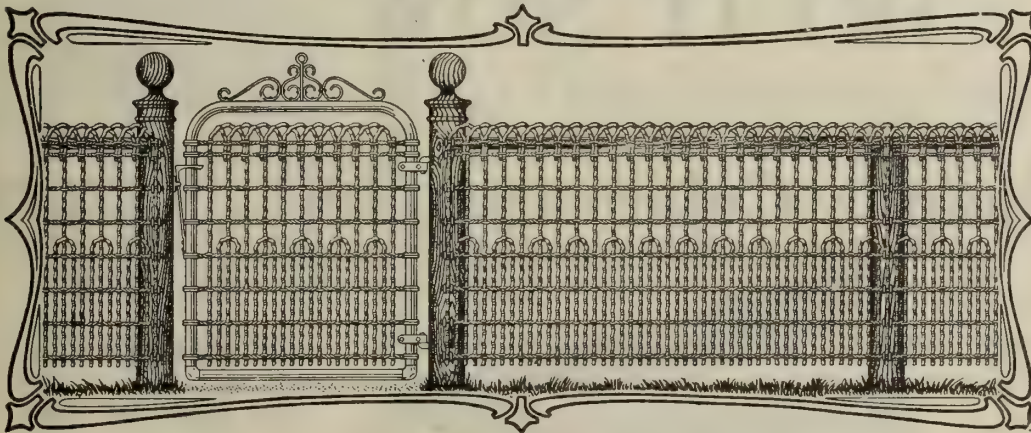
Built on miniature scale of farm fence interwoven with parallel wires and hinge joints so it stretches to posts straight, even and nice without buckling, bagging or sagging.

It's so stiff and satisfactory, it does not require top rail and base board or so many posts as old style netting.

Guaranteed 5 to 6 times as strong and at least 100 per cent. better in every way. All parallel wires are of even length and all mesh of uniform size. They can't be otherwise the way it is made.



Identify your store with a movement for better, cleaner and more sanitary front and back yards.



Cyclone Sanitary Fencing

is recognized everywhere as the necessary factor in this great movement. Let the people know you sell Cyclone fencing.

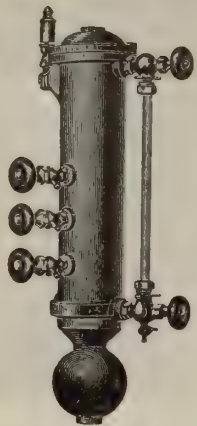
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The J.M.T. Line

OF STEAM GOODS

approved by Provincial Government inspectors.

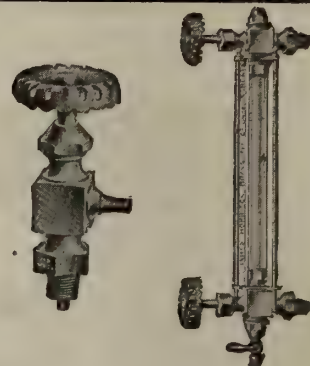
J. M. T. steam goods are manufactured from first-class material by experienced workmen. Every article is tested before leaving our factory and sold under our guarantee.

This trade-mark  means satisfied customers.

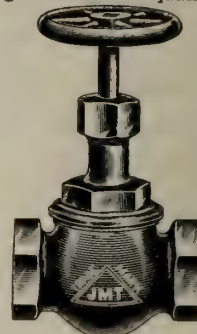
We carry a full line of valves, steam specialties, pressure and recording gauges, iron pipe and fittings. Everything for the engineer, steamfitter and plumber.

The James Morrison Brass Mfg. Co., Limited

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Morrison's Water Gauges and Gauge Cocks
are made in many styles to suit different requirements, all being of the same high standard of quality.



J.M.T. Renewable Disc Brass Valves
Economical, long wearing, easily and cheaply repaired. These valves are large and substantial in design to give free flow and withstand rough usage.

DO IT NOW

Write your local jobber for samples of
Wostenholm's Celebrated IXL Razors

No. 1000
"Conqueror"
\$13.20 dozen.



No. 2000
"Peerless"
\$13.60 dozen.

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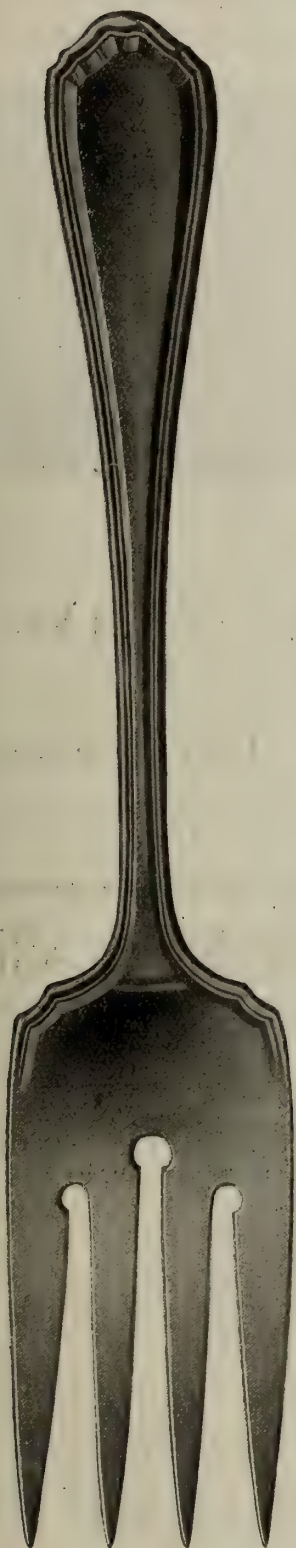
Full Concaved

Gold Etched

All former German lines of Razors, Pocket Knives and Scissors, can now be replaced in this well-known Sheffield make.

A. MACFARLANE & CO., Limited, Montreal

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"MADE IN CANADA"

The Kings' Plate

Ware to be Proud of

Canadians, and Canadian hardware men in particular, may well be proud of the Kings' Plate—superfine silverware entirely made in Canada. In quality, design, and price it challenges the finest imported lines.

The Niagara Pattern

The Niagara Pattern, illustrated here, is a deservedly popular design of the Kings' Plate—guaranteed plated on an 18 per cent. base, reinforced in parts most exposed to wear. An exquisite design in a superior quality at a moderate price.

McGlashan, Clarke Co., Ltd.

Niagara Falls - Ontario

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They make
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Hack Saw

Fits any Hand

THE "Pistol Grip" fits any hand without crowding. It is easily and securely grasped, which lends firmness to the stroke. The thumb screw for tightening blades, located at the inner end of saw, offers no obstruction and allows for a full stroke at all times.

MILLERS FALLS STAR HACK SAW No. 1027

Handle is vulcanized in one piece around a strong, steel rib which extends the full length of the handle and is bolted to the upper part of the frame. The frame may be adjusted for blades from 8 to 12 inches and at any length is kept rigid by means of a strong sheath on the back. The saw blades may be faced in four directions and the depth between frame and blade is $3\frac{1}{2}$ inches.

LET US SHOW YOU.

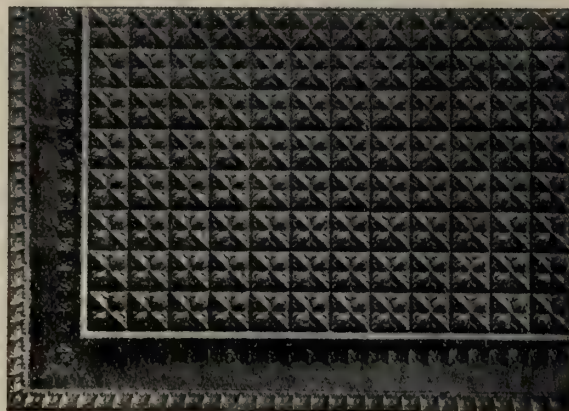
This is only one of many quick sellers of Millers Falls make. Let us show you the time and labor-saving features that make these other Millers Falls tools mighty attractive to your trade: Breast Drill 200, Bit Brace 872, Extension Bit Holder 6, Acme Improved Mitre Box and Hand Drill 1980.

Send for our catalog and ask for our store helps. They are real aids in moving the goods.



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YOU can make a handsome profit during the Winter months handling

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5753 IRON

3 in. 4/3
4 " 6/-
5 " 8/6

5754 BRASS

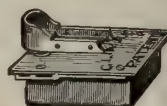
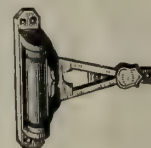
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4 " 10/-
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per pair.

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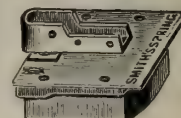
4 in. 23/6
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6 " 40/-

5356 BRASS

4 in. 40/-
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6 " 65/-
per dozen.



2401
With 2 in.
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18/- each.



2800
With 2 in
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26/- each

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**BUILDERS' CABINET, FANCY AND
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With a well-selected stock of our micrometers you can sell machinists and machine shops micrometers for practically any kind of work requiring fine measuring instruments.

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The accuracy of all Starrett Tools is so widely known that it is a simple matter to help make the proper selection and sell every machinist one or more

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Starrett micrometers are made with ratchet stop and lock nut and in various styles and sizes for measuring from zero up to eight inches. Some are suited to the use of the individual mechanic, while others are for the toolrooms and inspection departments of big shops and may be sold direct to the purchasing agents.

Don't overlook sales on big micrometers direct to the toolrooms of the shops in your vicinity. Our government type micrometers for measuring up to 12" are good sellers for this big trade.

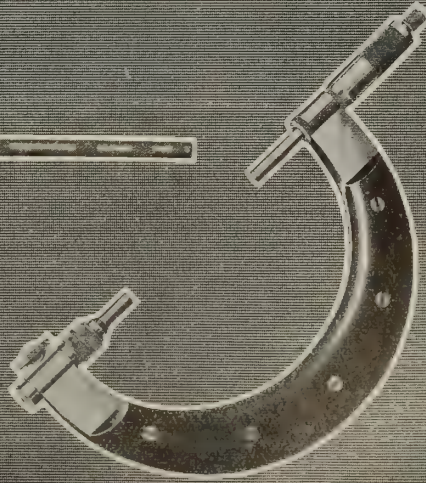
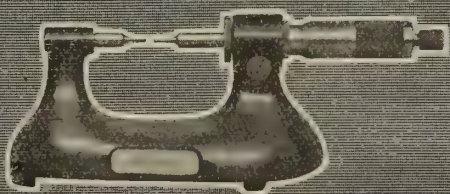
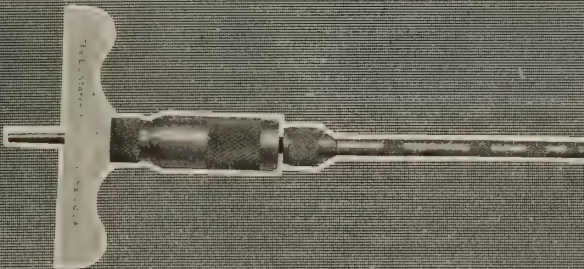
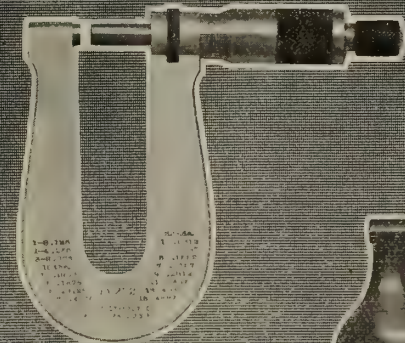
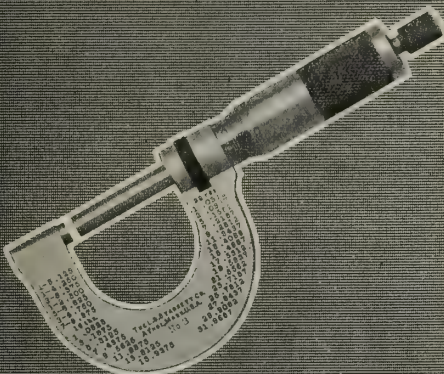
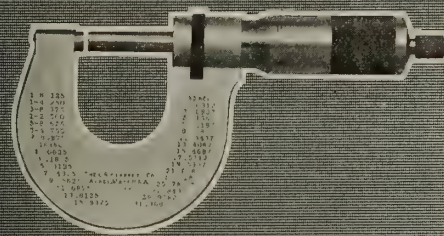
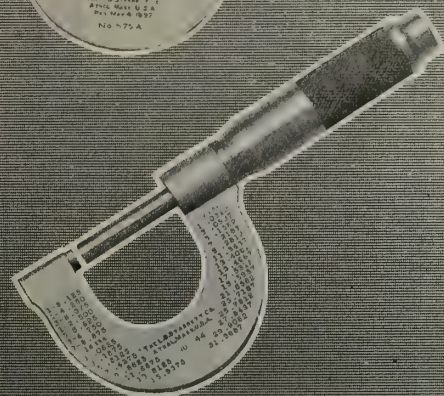
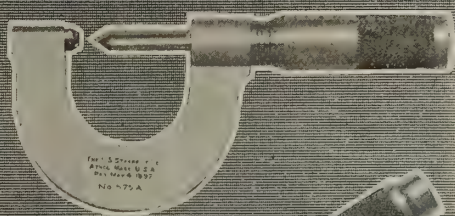
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WIRE CLOTH**
IN BLACK,
BRONZE & GALVANIZED.

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6 Dozen lots and up delivered—Ontario

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The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

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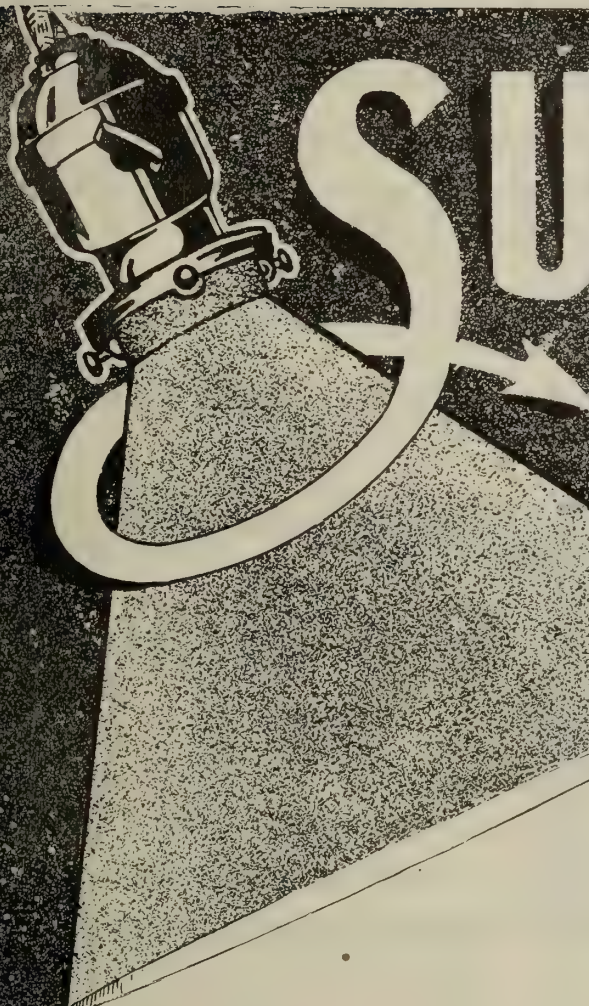
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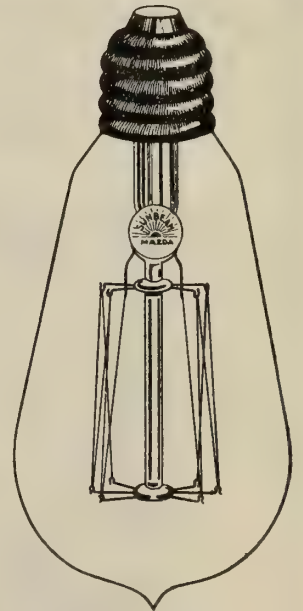
Quality Lamps

of exceptional merit

They give customers absolute satisfaction because they are as rugged and will give three times the light of the carbon lamp at the same current consumption.

The fact that they've been adopted for service on fast trains, street cars, etc., where there is much vibration, should be sufficient proof of their durability. There's a good margin for profit.

Order from your jobber.



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Main Office and Factory: Toronto, Ont.

Branch Warehouses:

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WINNIPEG

CALGARY

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Extraordinary Washing Machines at Ordinary Prices

Every Housekeeper is looking for a washer that has few parts to care for and simple mechanism that does not get out of order.

ALL CUMMER-DOWSWELL MACHINES CARRY THIS TRADE-MARK

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Seafoam "A" (Electric, with stationary wringer).
Seafoam "B" (Gas, Gasoline, Engine or Wind-mill drive).
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New Century "D" (Water Power).
Sunlight (Hand Drive).

New Century "A," "B," and "C" (Hand Drive).
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Flyer " "
Momentum " "
Noiseless " "
Snowball " "
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THE RETAIL PRICES ARE ATTRACTIVE—THE DEALER'S PROFIT RIGHT.

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Boost Goods made in Canada
Keep Canadian Labor employed
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High Quality TOOLS

that you'll find
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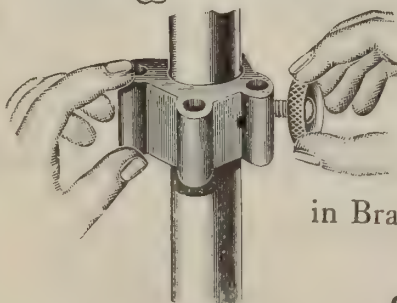
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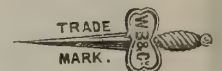
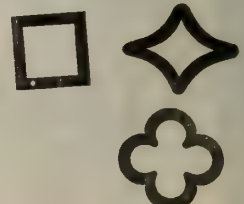
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SHOP WINDOW FITTINGS MANUFACTURERS

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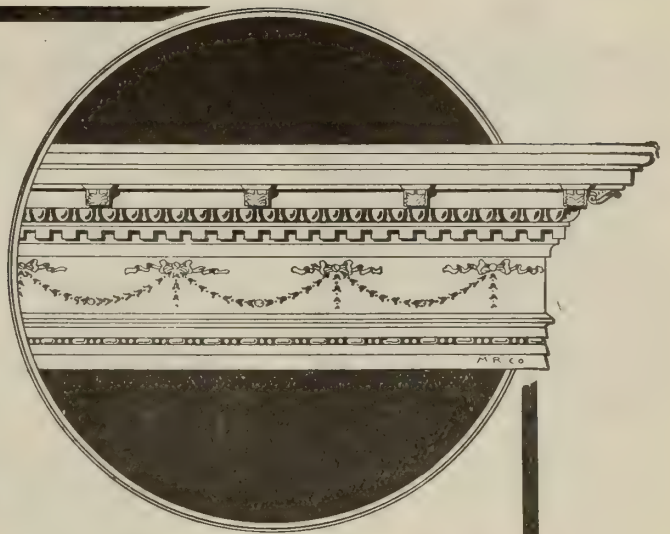


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If you are building a new store or rebuilding the old one—or if anyone in your town is doing so — recommend "Metallic" Building Materials — have them specified in the contract.

We supply "Metallic" Cornices in a great variety of styles, and are particularly well equipped to turn out special orders of the simplest or most elaborate patterns. We are always ready to help in designing cornices that will harmonize with building plans, and there are many occasions when a little correspondence would clinch a large order for you. Write for full particulars.



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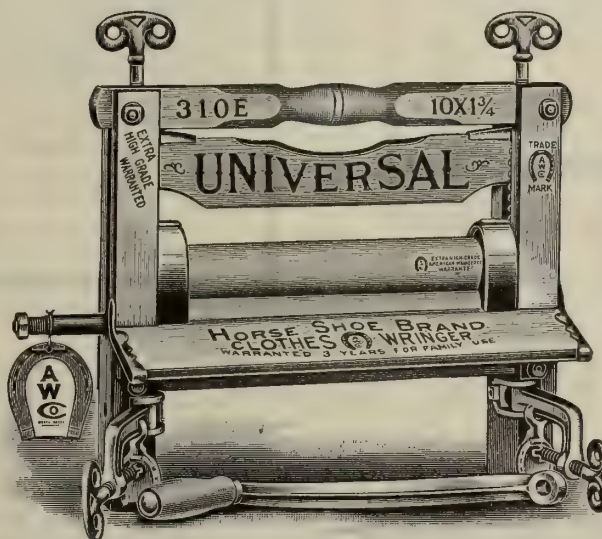
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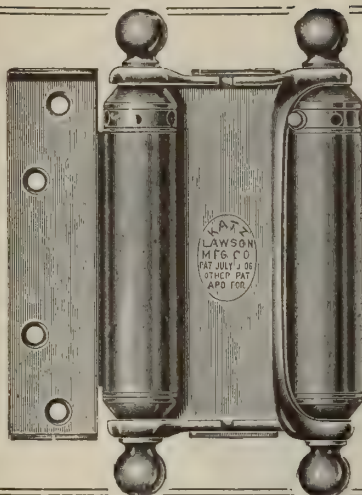
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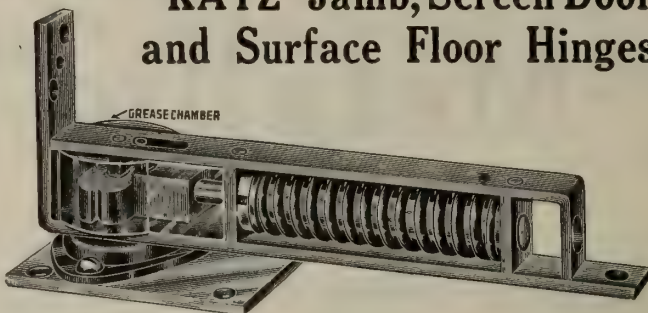
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"KATZ" Jamb, Screen Door and Surface Floor Hinges



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*Best in the
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If your jobber cannot supply you, we'll ship your order quickly.



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They go well with Cobblers' Outfits!

"Competition Is a Word of the Past to Peerless Agents"

That's the way Peerless dealers speak about their agency. Read what this experienced dealer says about Peerless fencing. Note his Peerless sales ran six times greater than that of other fencing. Look—

The Banwell-Hoxie Fence Co.,
Hamilton, Ont.

Middlemiss, Ont., Jan. 8, '13.

Gentlemen:—I have been selling fence for the past seven years and in that time have represented several different firms. It gives me pleasure to say that I took the agency for your fencing for 1912 and have sold in that one year more fence than in the other six years of my business, and the best of it is I have not had one complaint in any way against Peerless fence. Different from most fences it stretches flat and all wires of even length; the lock is tight and strong and the quality of the wire is of the best. There is very little other fence used in this district and competition is a word of the past to the agent for Peerless fencing.

Yours truly, J. A. McDONALD.

This is but one of many similar dealer's letters in our files. Everyone is enthusiastic about his Peerless agency. Everyone has nothing but praise for Peerless fencing—the fence that saves expense.

Peerless Poultry Fence

is made of the best Open Hearth steel fence wire—tough, elastic and springy—and will not snap or break under sudden shocks or quick atmospheric changes. Our method of galvanizing prevents rust and will not flake, peel or chip off.

The joints are securely held with the "Peerless Lock," which will withstand all sudden shocks and strains, yet Peerless Poultry Fence can be erected on the most hilly and uneven ground without buckling, snapping or kinking. The heavy stay wires we use prevent sagging and require only about half as many posts as other fences.

We also build Farm and Ornamental Fencing and Gates.

Do You Want the Peerless Agency?

We still have some valuable territory open to good reliable dealers. Do you want it? Do you want to be the leading fence dealer in your locality? Then write us. Ask for our dealer's proposition now before someone else gets ahead of you.

Banwell-Hoxie Wire Fence Co., Ltd.,
Winnipeg, Man. Hamilton, Ont.

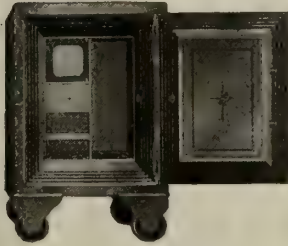
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Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

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SINCE 1880



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DEALERS WANTED

Write to-day for complete catalogue and prices.

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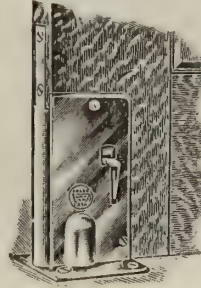
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MONTREAL - CANADA

CHICAGO SPRING BUTTS

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK

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They are made in Canada from the selection of the wood to the finished product, experts supervising the manufacturing.

Our hockey sticks are superior to all others in design, material and finish—give them a trial and you will be convinced that this claim has a sound foundation.

Those who buy sticks upon appearance will get quality as well if you sell our brand.

Send us your order to-day — we guarantee satisfaction.

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COMPANY, LIMITED**

ST. MARY'S, ONTARIO, CANADA

BRANCHES AT WINNIPEG AND MONTREAL



"SUN" Stand Lamp
No. 343.
Over 100 snappy
styles of Fixtures.

"SUN"

Gasoline Lamps are ready sellers and with liberal margin.

Safe, convenient, clean, odorless, economical—satisfactory the world over for years. Truly

"The Sun Outshines Them All"

in SALES as well as
"SUN" light.

"SUN" Brass Blow Pipe
for Plumbers, Painters
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IT LASTS

And Does The Work.

Made of best brass.

Send for Catalog and
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"SUN" Brass
Blow Pipe is
what they all
want.

SUN LIGHT COMPANY

1525 Market Street, Canton, O., U.S.A.



Every scale in our line is guaranteed to be sensitive and accurate, giving justice to both the buyer and the seller. They are legal for use under the weights and measures laws of the Dominion. The best material is used in their construction, great care taken in their assembling, and with proper handling these scales will last a lifetime. Fully guaranteed to be perfect in material and workmanship and to give absolutely correct register on all weights up to their capacity.

Chatillon products are a Standard gauge of Quality.



This line should be in your stock—it will add to your reputation to carry Chatillon Products. It's Profitable.

Write for prices discounts and illustrated catalogue.

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85 Cliff St. - New York City
Scale Makers Since 1835

The
Best
Clipper on
the Market

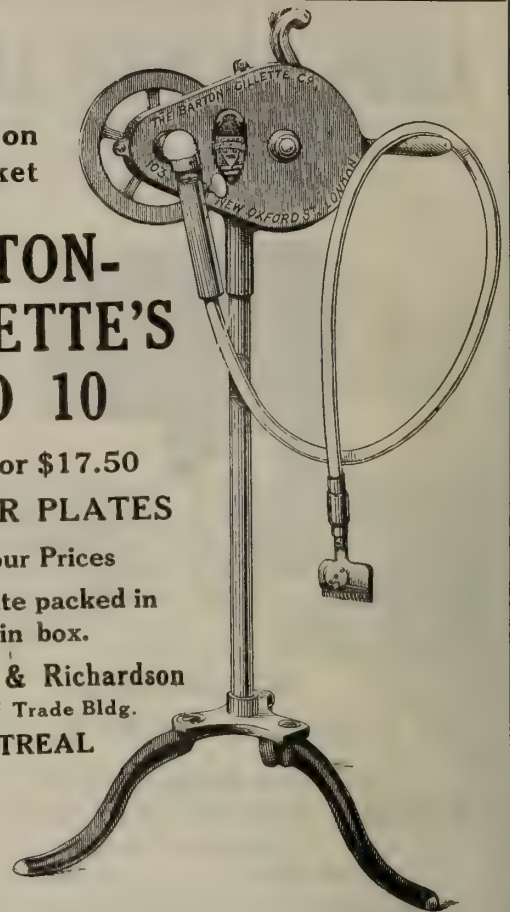
BARTON- GILLETTE'S NO 10

Sells for \$17.50
CLIPPER PLATES

Get our Prices

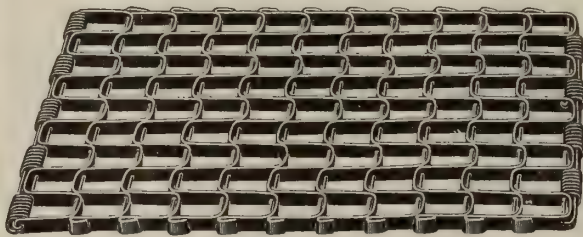
Each plate packed in
a tin box.

Henderson & Richardson
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MONTREAL



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Wear For Years



A big seller because there is nothing better for the purpose. Note the flexible construction; the wearing surface; then consider the material—non-rustable galvanized ribbon steel. Easily cleaned, exceptionally neat in appearance and priced right.

Our Descriptive Literature Gladly Sent Upon Request.

Your Jobber Will Quote You

Kuhne-Anderton Mfg. Co.

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Port Hope, Ontario, Canada

Heller-Aller Force Pumps

**"The very profitable and
reliable kind"**

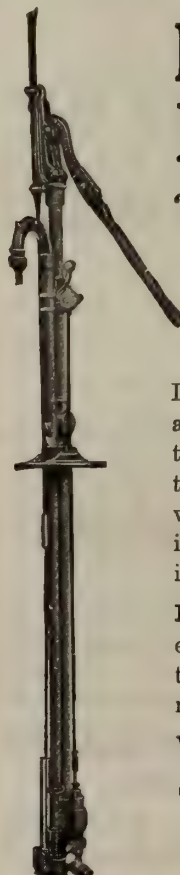
Pump Cylinders are made of heavy brass tubing, which has a double advantage.

It ensures the very best wear and permits the use of very coarse thread on cylinder caps (eleven threads to the inch). This prevents the cap threads from wearing or rusting off and dropping into well.

Heller - Aller Force Pumps are equipped with the most efficient, tried and tested valves. They never fail in service.

Write for full information.

The Heller-Aller Co.
Windsor, Ontario



"HOW TO SAVE MONEY"

is a question of more than usual interest to most people these days.



Every family in Canada can CUT THE BREAD BILL IN HALF by eating clean, wholesome, home-made bread made in THE "CANUCK" BREAD MIXER.

CANUCK Bread costs half the price of bakers' bread. We have experimented to find out, and here are the facts:

"CANUCK" Home-made Bread vs. Bakers' Factory Bread. 1½ lbs. of home-made bread made in the "CANUCK" Bread Mixer cost 24c. This is about 2c per lb. The best grade of butter, and the finest quality of flour, at retail prices, were used in getting this estimate. Compare this with bakers' factory bread as follows: "CANUCK" Home-made loaf, 1½ lbs. at 2c per lb. cost 3c. Bakers' Factory loaf, 1½ lbs. at present price cost 6c.

SAVING ON CANUCK BREAD 100%
Anybody can make good bread right from the start in the "CANUCK"—just follow the directions carefully. It is essential that the LIQUIDS be put in FIRST, and the flour afterwards. This is a most important thing for users to note, and if observed, success is certain. Instruction and recipe book with each Mixer. Write for advertising matter. Encourage Canadian industry and keep Canadian money in Canada for Canadian workmen by buying Canadian goods—better value and superior quality goods than you can import, at that.

E. T. WRIGHT COMPANY, LIMITED, Hamilton, Canada



This shows how the dough balls up on the agitator rod, if directions are followed faithfully.

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

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MARK

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and

shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO



28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



Keep the Dollar at Home

BUY RUBBER GOODS

(Lawn Hose, Tires, Mats and Matting,
Plumbers' Supplies, Jar Rings, Hockey Pucks, etc.)

MADE IN CANADA

Our line-up is complete. Our quality is unexcelled, and our prices are right. Let us show you what we can do.

It is our desire to serve you.

Canadian Consolidated
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MONTREAL, P.Q.



28 "Service" Branches Throughout
Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JANUARY 23, 1915.

No 4

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HARDWARE AND METAL

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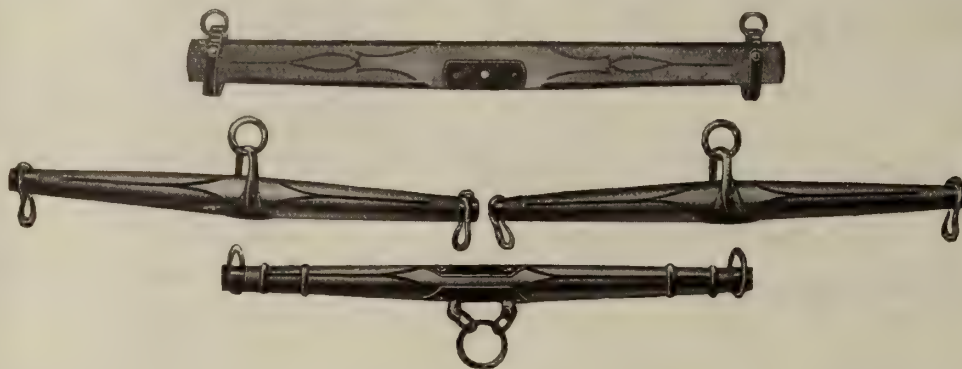
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Knock one side off crate and stand it on your floor—It takes up little space—It displays the goods—It sells them.

Woods all guaranteed Hickory—Ironed for hard use.

Advertised in all leading Farm Papers.

Write for our catalogue showing complete line of "Heider" Eveners and our scheme for bringing the farmers to **your** store.

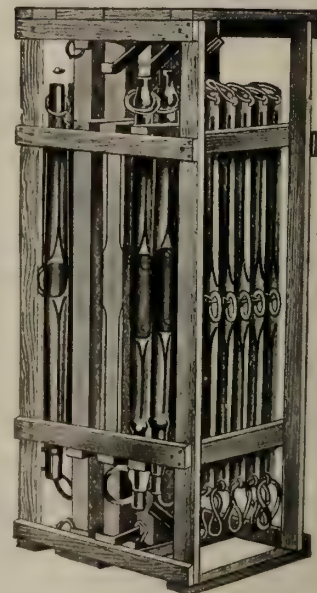
MACKENZIE BROS.

Winnipeg

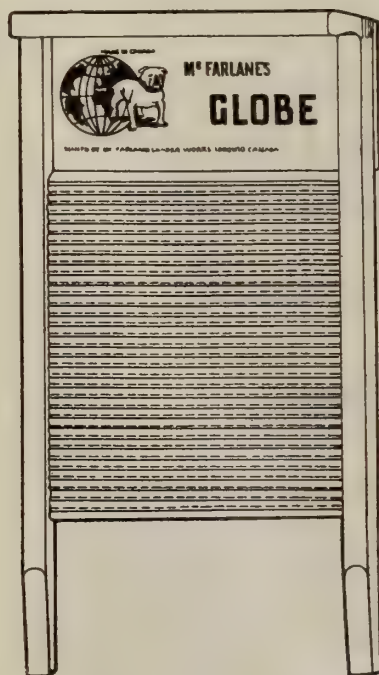
Wholesale Hardware Specialists

Ironed — Painted red with black stripes—Ready for use and packed in a crate that protects them from marks or scratches in transit.

The Ideal Package for the Hardware Trade.



McFarlane Ladder Works, Toronto



Wash Boards

One of the new lines in our new Catalogue. Have you received one yet?

This is our first quality zinc face washboard, being made of the best grade clear lumber, with thick, solid back, lock corners, and a wide splash board, which protects the operator from the water splashing up.

Write for our New Catalogue

and price list on Step and Extension Ladders for every purpose.

Painters' Trestles and Supplies.

Clothes Bars, Ironing Stands, and Curtain Stretchers, Bake and Pastry Boards, Verandah Furniture and Wash Boards.

It will pay you to get our prices, before ordering.

Financial Statement is Essential

*The Financial Statement is Essential in the Relationship Between Creditor and Debtor
—Asking For a Statement is a Reasonable Request — Hap-Hazard
Methods of Credit Granting Should Not be Indulged in.*

BY DAVID G. GEORGE.

“WHAT is the value of your stock?” asked a credit manager the other day when he was approached by a retail merchant seeking an extension of credit. “About \$4,000,” replied the merchant. “But tell me the actual value,” said the credit manager. “About or around \$4,000 is very indefinite. What have you got to show that your stock is worth anywhere near \$4,000? Show me your stock sheets giving the information in detail.” “I can’t do that,” replied the merchant, “I have made an estimate of my stock, and I believe it is worth about \$4,000, but I have not a detailed statement.” “In other words,” said the credit-man, “you have made a guess at the value of your stock. You cannot tell whether it is worth one thousand more or less than the amount you mention. We cannot do business on that basis. We must have facts, and we must make a definite arrangement right now to get the facts and to ascertain exactly the condition of your business affairs.”

The above conversation took place a few days ago in the office of one of our large wholesale houses, and is typical of many that are now being held daily throughout the country.

Business is business to-day, and haphazard methods of granting credit cannot be indulged in. The time has passed when it is considered reason-

able to grant credit to Jim Thomas because he says he has a stock worth “about or around so much,” or because he refers to a friend, who says that “Jim” is as good as gold.

Credit-men throughout the country to-day want facts, and they believe that the asking for a financial

statement is a business-like and reasonable request.

The official organ of one of the largest bodies of credit men recently pointed out that in these days of close margins, successful merchants and bankers do not extend credit or make loans without information as definite and exact as possible as to financial standing.

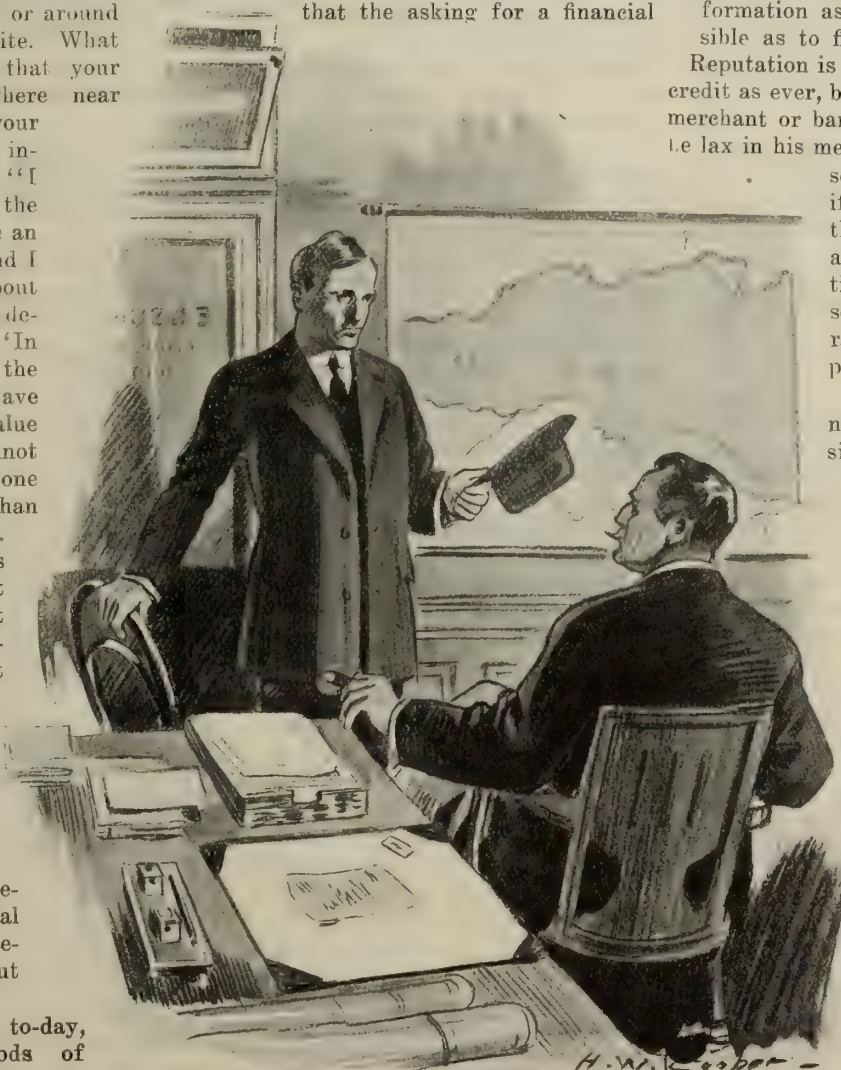
Reputation is as big a factor in granting credit as ever, but not the only factor. The merchant or banker extending credit would be lax in his methods and bring upon him-

self losses too heavy to bear if he did not satisfy himself that the applicant had, in addition to a good reputation, sufficient realizable assets in his business to warrant the belief that he could pay at maturity.

It should be clearly recognized that the giving of a signed financial statement benefits both the receiver and the giver. The credit granter is benefited by knowing the exact situation instead of guessing at it, and can exercise better judgment in deciding as to the amount of credit to give or in the granting of requests for extensions or renewals of credit.

The debtor is benefited because his credit is fixed on definite lines, confidence is established, and his trade is more actively solicited by the best houses, all of which means larger opportunities to buy the best in the market at closer prices.

When a bank seeks



*We cannot do business on that basis. We must have facts, you
have made a guess at the value of your stock*

CONVENTION OF C.H.M.E.A.

Hardware and Metal has received a letter from Adam Taylor, of the Taylor-Forbes Co., Guelph, president of the Canadian Hardware Manufacturers' Exhibitors' Association, outlining the programme for the convention to be held on Wednesday and Thursday, February 24 and 25. The business meeting of the association will be held on Wednesday afternoon at two o'clock. On Wednesday evening at 5.30 p.m. the C.H.M.E.A. will entertain the Ontario Retail Hardware and Stove Dealers' Association at dinner. It is intended to secure a prominent speaker for this evening. The headquarters of the C.H.M.E.A. will be at the Queen's Hotel.

The distribution of advertising souvenirs by members of the Manufacturers' Association will be permitted if any of the members wish to undertake anything of this kind. It is also planned to hold a joint meeting of the Ontario Retail Hardware and Stove Dealers' Association and the Canadian Hardware Manufacturers Exhibitors' Association on Thursday, February 25.

depositors or a municipality wishes to borrow money, the resources of the bank or municipality are advertised, and put in such form that those who may be induced to become depositors or purchasers may know that their moneys on deposit or invested will be returned upon demand or at date fixed in the bond, as the case may be. So, a seeker of credit from a bank, manufacturer or wholesaler should not consider it an intrusion upon his private affairs to be asked to show what his resources are.

This relationship of confidence between buyer and seller is one of the distinct steps in safe and progressive business, and is now generally conceded and cultivated in commercial and banking affairs. The merchant desiring and asking the best in money and merchandise credit should be willing, gladly, to furnish correct information upon his business affairs. For the convenience of those desiring to make a financial statement, forms can be secured at small cost, so arranged that the information desired may be gotten together in a systematic yet simple way.

The furnishing of an accurate and explicit financial statement is based upon a recent Account of Stock. If the maker has not taken such an inventory in his business, then the statement is merely guess-work and of very slight value.

The taking of stock is a part merely of an accountancy system, so, therefore, all merchants should keep at least simple books of account and take careful and correct inventories at intervals of not longer than twelve months.

Financial statements should be in writing and signed. If made by a co-partnership, the name of the partner giving same should be added to the firm's signature; if in behalf of a corporation, the name of the officer and his title.

The information disclosed by a financial statement is intended to show the true condition of the business as a reasonable assurance of its debt paying capacity, and while some of the items are very important, such as real property, fire insurance, annual sales and expenses, yet the information which bears directly upon and is an index of the soundness and safety of a business, are the quick assets and the quick liabilities.

Quick assets are:

Cash on hand;

Cash in bank;

Good accounts;

Notes receivable;

Stock on hand at actual market value.

Quick liabilities are:

Amount owed for merchandise not due;

Amount owed for merchandise past due;

Amount owed on notes payable, unsecured;

Due individuals for borrowed money;

Due bankers for borrowed money.

Added is the question:

Have you endorsed notes?

Merchandise should be given at actual cost when fresh and salable; if out-of-date or shop-worn, a discount should be taken from cost price.

Accounts and bills receivable should represent accounts for merchandise sold and delivered.

When the collection of an account collectible is in doubt, that account or bill should not be included in these two items but transferred to the item of doubtful accounts.

Loans to partners or corporation officers should not be included under accounts receivable.

Accounts payable should include all indebtedness for merchandise, and loans from individuals, whether or not connected with the concern.

Contingent liabilities are on account of endorsements or guarantees undertaken by an individual co-partnership or corporation, which he or it may be called upon to redeem at any time; the possibility of this redemption is usually looked upon as more or less remote, yet may occur, and if the occurrence happens, then such endorsement or guaranty becomes an immediate liability of the business.

Accuracy and freedom in giving financial statements build up safe business and permit the extension of confidence and favors. Every encouragement should be given their use.

Asking for a financial statement is a business-like and reasonable request, and merchants should so regard it.

TRADE IN DECEMBER.

Ottawa, Jan. 18.—A large increase in exportation of manufactured goods is an encouraging feature of the December trade and commerce report, which was issued to-day. As compared with December of last year, the increase is over two million dollars, while for the nine months of the fiscal year it exceeds 12 millions. While the export of animals and animal products grew, other agricultural exports were only a third of the same month last year.

The fact that in December Canada exported six millions more of goods than it imported show that the adverse balance of trade is gradually declining. A big item in imports latterly is coin and bullion, since Canada has been a depository for the Bank of England.

1915 RESOLUTIONS OF A LIVE WIRE.

I owe it as a duty to my wife and family as well as to my business to secure a net profit on every article I sell during 1915. I shall endeavor to sell everything at a profit and push the sales of only those goods that give me a fair profit above overhead expenses.—A.L.W.

BUY A BALL OF COTTON
(WITH A LITTLE COPPER
IN IT.)

There is food for thought in the statement which has recently been made that the attitude of the United States Government in the matter of the present crisis abroad is not strengthening our friendly relations with any of the countries now at war. We protest vigorously that we are neutral, in fact, we make quite a fuss about it and contribute liberally to the relief movements for all of the belligerents. Then we slip one of the powers a few million dollars' worth of copper, wrapped up in cotton, and other contraband and for the other fellow we work our powder mills and ammunition factories overtime. No wonder England wants to frisk our clothes every time she meets us on the high seas, and if the Germans harbor a little resentment against us when it's all over we can't very well blame them.—From the Paint and Varnish Record an American Trade Paper.



A Window Display that Attracted Large Crowds. The Display Appeared in the Display Window of the Toronto Electrical Construction Co., Toronto.

Display That Attracted Attention

*A Recent Window Display by a Toronto Firm Attracted Considerable Attention on Account of Novel Features Incorporated Into the Display—
How it Was Arranged.*

WHEN you get a crowd gathered round your window you have gone a long way towards making some of them buy. Successful window display is half the battle. Christmas furnished ample opportunity to turn the tendency of the average person to be interested and appealed to through the eye to good account. One of the attractive windows seen at this season was that of the Toronto Electrical Construction Company, on Adelaide Street West. It was a window, first, which although it looked good by day, looked very much better still when the electric light was on it, and the little details which make the scene picturesque were thus well brought out.

The background was of dark blue canvas, painted as a scenic drop at a theatre. Trees, snow-covered, rose every here and there, breaking the monotony of the blue. There was a rustic bridge over a stream, and Santa Claus was seen driving his famous team bringing presents. 'Way back was a railroad, along which a little car ran, and near which stood a semaphore signal. By electrical devices Santa Claus moved to and fro across the bridge, while the train ran

along from east to west, and then west to east, the semaphore moving each time to allow the train to pass.

At night a number of cunningly-concealed lamps lit up the various windows of the cottage and the church. A pale yellow moon rises in the sky, and the whole made a very delightful picture.

One very good advertising "stunt" was introduced in the shape of a board which stood in a near-by field with "Toronto Electrical Construction Company" printed thereon, after the manner of the signboards you may see in the fields as you ride in the railroad car.

The "drop scene" forms a big half hexagon, standing well back at the back and two sides of the window, thus leaving practically the whole of the floor space, which was covered by "snow"—in other words, cotton batten which sparkles with diamond dust. On the snow lay all sorts of the smaller electrical novelties that the concern sells, such as pocket lamps, torches and so forth, though not so many that the person seeing the window reflects, "What a jam!" The large space gave the air of general spaciousness, which was very effective.

The height of the window, too, added to the impression.

Both time and money were spent upon this window. The drop scene was painted by a theatre artist, and was exceedingly well done, while the necessary lighting and the two moving vehicles—the car and the Santa Claus team—would mean expense also. But it was worth it, because the whole window was a very effective device for interesting the public in the things which the firm sells.

I see the window is still being used. This is sometimes wise in a city where there is much transient trade. When you have a good thing, there is no reason why it shouldn't be used for some time. It would be hard to imagine a better window display for this particular kind of store than the one described above. It must have cost a good deal both to get it going and to keep it going, but it probably paid, because it was such an effective drawing card.

As an all-the-year-round window, it is just as good as a Christmas display. By removing the figure of Santa Claus and re-arranging the base, taking away the

(Continued on page 33.)

SHOW CARDS THAT YOU CAN MAKE

— by R.T.D. EDWARDS —

using illustrations
from last weeks
Hardware & Metal

THIS department of Hardware and Metal, started a few weeks ago, is being followed closely by hardware salesmen and window trimmers throughout Canada. Hardware and Metal has received many letters from readers who state that they are extremely interested in the series, and are preparing attractive show cards from advertisements which appear in this paper. Some of the cards now being prepared will not be used until next spring, but window trimmers have more time on their hands now than they will have during the spring rush and are therefore preparing cards in advance.

Every window trimmer who has studied display methods knows that an attractive show card, accompanying a display, is a valuable asset. There was a time when the cost of securing attractive show cards was fairly high, but such is not the case now. In every issue of Hardware and Metal a large num-

The following tools were used in preparing the show cards featured in this article:

No. 6 red sable writer brush.
Blunt or ball-pointed pen nib.
No. 2 round writing pen nib.
Thick-handed penholder.
Soft lead pencil.
Scissors and ruler.
Cardwriter's black ink.
Black carbon ink for pen work.
Paste.
White cardboard.

The cost of above articles is very small and the same materials and tools can be used a great many times.

ber of very attractive illustrations appear in the advertisements. With very little labor—practically no expense—and by following the instructions given in the series of articles, "Show cards that you can make from advertisements which appeared in last week's issue of Hardware and Metal, any hardwareman with average ability can prepare attractive show cards—cards which if used properly will pay big dividends.

In this issue are shown three show card suggestions, in the preparation of which, illustrations from the advertising pages of the last issue of Hardware and Metal have been used. The illustration used on the Simonds Saw Card," appeared on page 1 of last week's issue. The card shows how a small illustration can be used effectively on a small sized card. The card measures 9 x 14 inches. The instructions for preparing this card are as follows:—Arrange the lay-out on the card first with lead pencil and select the place to place the illustration. Apply thick paste to the cut-out making sure not to get any of the adhesive on the face of the illustration. After placing the illustration rub down gently with blotting paper. The two top words were made with a No. 6 red sable writer brush, using the brush stroke method. The next two lines have been executed with a stub writing pen. This style of lettering is known to cardwriters as half script or knock-out lettering. The

bottom line is a quick form of Roman one-stroke lettering made with the same pen. The same pen was used for the ruling of the border and corner pieces.

In preparing the "Lantern Card," illustrations which appeared on page 5 of last week's issue have been used. They include illustrations of three lanterns and a trade mark. The lettering and scroll were done with a stub pen. The word lantern was made with a No. 6 brush. The bottom line was made with the heavy strip pen.

When mounting the lantern illustrations if the same lay-out as is here shown is desired, care should be taken to get the three at equal distances apart and the centre illustration square in the centre of the card.

On the "Mangle Card" two illustrations which appeared on page 11 of last week's issue have been used. The upper illustration was cut from the ad. on the

Clothes Mangles



The
"VICTOR"
with stand

The
"WOODYATT"
for use
on table



The illustrations used in preparing the above show card suggestion were taken from the advertisement of the Taylor-Forbes Co., on page 11 of last week's issue of Hardware and Metal. The original from which this reproduction was made measured 12 inches x 22 inches.



The
BEACON
Lantern

*Guaranteed for
10 Candle Power
in any wind*

The illustrations used in preparing the above show card suggestion were taken from the advertisement of The Sheet Metal Products Co. on page 5 of last week's issue of Hardware and Metal. The original from which this reproduction was made measured 12 in. x 22 in.

Visit to the Ross Rifle Factory

Hardware and Metal Representative Had an Interesting Interview With Wm. Campbell, General Manager—Plant Surrounded by Electrically Charged Wire Fences.

NOT everybody can gain entrance into the Ross rifle factory these days, but the representative of Hardware and Metal managed it. It has to be done diplomatically, however, as there are three 8-ft. wire fences, charged with 10,000 volts of electricity, to be encountered, and the sentry has to be convinced as to the visitor's intentions. This was done without much trouble, and the writer soon found himself being conducted into the presence of Mr. Campbell.

Cordial, as always, the general manager stated that he would gladly talk for fifteen minutes for the benefit of Hardware and Metal readers, though he also remarked that evidently the barbed wire fences and military guards were not of much effect, as they had been placed there particularly for the benefit of newspaper men. In reply to one or two questions, Mr. Campbell gave some interesting facts, which will be of more than passing interest, particularly in view of rumors and statements which have recently been heard.

A False Rumor.

First, Mr. Campbell was asked whether there was any truth in the rumor that the Ross rifle factory was turning out Lee-Enfield rifles. The reply was that he had heard this rumor, and it was most peculiar that it had ever been started, because anyone who knows anything about the manufacture of rifles will understand that to make Lee-Enfield rifles it would be necessary to scrap nearly all the machinery now in use, and to install new machinery at enormous cost in order to be able to make the necessary parts, this rifle being entirely different in construction to the Ross. The Ross Rifle Co. has orders on hand, and is at present manufacturing, for the Canadian Government, 50,000 Ross rifles and for the British Government 100,000 Ross rifles, all of the Mark III. pattern. These orders also include bayonets.

The next point upon which Mr. Campbell was asked to throw some light was whether there was any truth in the statement that the Princess Patricia's Light Infantry went to the front equipped with Lee-Enfield rifles. Mr. Campbell replied that he had no definite information upon this point, but that he could readily understand that such might be the case. His reasons for thinking there might be truth in this were as follows:—The Princess Patricia's are a seasoned body of veteran fighters—nearly every one of

them having seen service before; a very large percentage of them are English by birth, and obtained their military training in England. Therefore, they are used to the Lee-Enfield, and would find any other rifle strange to handle. This regiment, when they arrived at Quebec, requested the authorities to outfit them with the rifle they had been used to, but it is understood that no decision was made. Mr. Campbell says it is quite likely that on their arrival in England they renewed this request, and the authorities may have acceded to it. It would certainly seem to be the easiest way to give these men the rifles that they are accustomed to handle, and to keep the Ross rifles for the new recruits, who would just as soon have one as the other.

A Big Output.

The Plains of Abraham certainly show great activity these days. A new addition has been made to the factory covering 50,000 square feet, and in a few weeks the output of the factory will amount to 500 rifles per day. This refers, of course, to military rifles, and does not include sporting rifles, the manufacture of which will go on as usual. The factory is running day and night, and will do so for some time to come. Mr. Campbell states that inquiries have been received for military rifles from Belgium, France, Russia and South Africa, but that unless further additions are made to the factory it will not be possible to accept business from these countries for some time.

SALES EXPANDED.

Cleveland, Ohio, Jan. 14.—The Iron Trade Review to-day says:

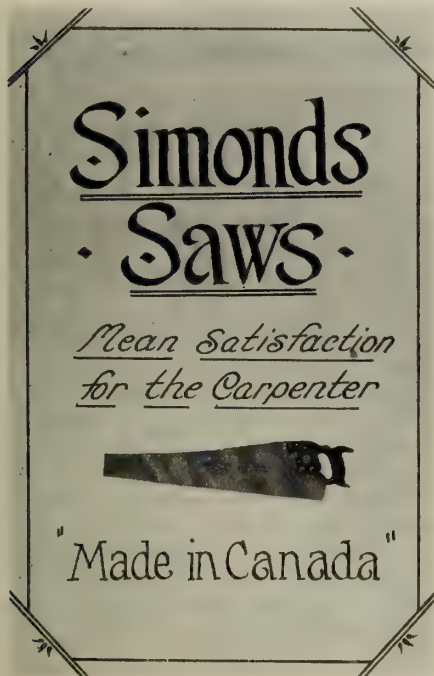
Eastern bookings of pig iron have expanded considerably. One Cleveland agency reports the sale of about 4,000 tons during the past 10 days. There has also been moderate buying at Chicago, but throughout the country there is not much activity in pig iron.

In finished lines, railroad business is developing slowly. The unusually severe requirements as to specifications put out by the Pennsylvania will delay placing of rails for that system.

The recent advance in prices of shapes, plates and bars is being well maintained. Prices of wire products have been advanced a dollar per ton and prices of cast iron pipe are somewhat higher.

square and a black pen line was used to cover up the edges of the paper.

The lower illustration being entirely cut out shows up splendidly and looks as though it was drawn or printed on the card itself. The two words at the top were executed with a No. 6 red sable brush using the one stroke method. The words "Victor" and "Woodyatt," were made with the blunt pen by outlining. They were then filled in with a small



The illustrations used in preparing the above show card suggestion were taken from the advertisement of the Simonds Canada Saw Co., Ltd., on page 1 of last week's issue of Hardware and Metal. The original from which this reproduction was made measured 9 inches x 14 inches.

brush. The small lettering was accomplished with a No. 2, round writing pen nib.

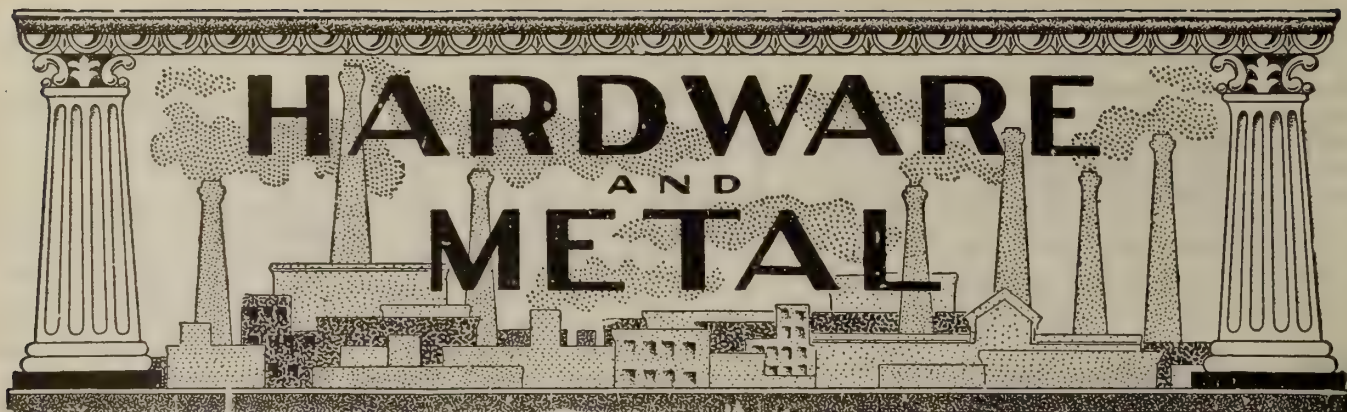
Hardwaremen interested in this series should follow closely the new special series of card writing article now running in this paper. These special articles appear in the first issue of each month.

DISPLAY THAT ATTRACTED ATTENTION.

(Continued from page 31.)

"snow" and so forth, it could be made a display which might be used at any time.

It would have been interesting to find out just how it worked. Doubtless considerable work was involved in fixing it up in the first place. The back of the window, which was not seen by the public, looked a queer jumble of batteries and pulleys and so forth, which were necessary to the correct working of the devices employed.



VOL. XXVII. No. 4

Toronto, Canada, January 23, 1915

Two Dollars per Year

THE FINANCIAL statement is essential in the relationship between Creditor and Debtor.

ASKING FOR a financial statement is a business-like and reasonable request and merchants should so regard it.

THE MERCHANT can't pay his own bills if he doesn't get his money from his customers. But the man who is determined to pay as he goes is going to get that money. He should make up his mind firmly to meet every obligation at the date of maturity.

DURING STRENUOUS times the retailer must sometimes have to act strenuously to keep his financial sails trimmed properly. A great many credit customers must be ruled with a firm hand or eventually they will be hopelessly lost. There was never a time when the retailer should watch his credits so closely.

PAY YOUR bills as you go. Don't shirk this all-important duty. Uneasy lies the head that has unpaid accounts to think of. The trade must remember too, that when the war is over, the merchant with the brightest future will be the man who has kept up his payments and who has insisted on getting his money from his customers.

PLACE A TIME limit as well as a money limit on every new applicant not absolutely known to be able to meet every debt incurred, and never err on the wrong side in arriving at a decision. If the merchant gets in the money due him he can pay his own bills. In any event he should keep up his reputation for meeting obligations at maturity. Remain square with the wholesaler and manufacturer.

The Metal Situation

THE CANADIAN trade is much at sea on the metal market. In which the Canadian dealers are not in a position unique for the situation is a puzzle to the whole "metal" world and has been for some months. One might just as well try to forecast the wheat market. There is money to-day for the men who can guess the market correctly—but guess is a word used advisedly.

Canada is directly influenced by the American markets and the Americans are usually influenced by London quotations, but since the war the connec-

tion between America and Europe has been lost. On one side of the water prices are likely to go up and on the other side down and vice versa.

Recently the upward trend in London has been so strong—such are the prices that have been paid by the warring nations for needed materials—that New York and the other American markets have been carried up (and Canada with them) in spite of themselves, as it were. The actual situation on this side of the Atlantic is that the consumption does not warrant the present prices and with copper, which has been the spectacular feature of the market, it is pointed out that the price is solely upheld by foreign buying and curtailment of production. Should the present high prices influence an increase of production a reaction in price is predicted to follow. And to a more or less extent this same condition of affairs applies to the other metals.

The speculation on this side of the Atlantic with regard to the European buying movement is such as to bring the following comment from The American Metal Market:

"The trade here are asking themselves what is the reason. Does it represent a growing optimistic feeling that something unexpected may occur to bring the war to a sudden end? Certainly it has nothing to do with conditions here, as outside of activity caused by foreign orders business in every direction is disappointingly dull, and sentiment here is being adversely affected by the failure of general business to show the improvement that it was confidently expected would come with the new year."

War and the Trade Paper

THE FINANCIAL POST has been running a series of articles with the object of interesting the Dominion Government in taking more comprehensive steps for the securing of war contracts for Canadian firms. In a recent article The Post says: Within a week after war broke out, a meeting of trade paper editors was called in London and their views as experts on business were published in the British papers to reassure the nation as to the stability of business. The Board of Trade called in consultation some of the leading editors. Lloyd George asked Sir George Paish, the editor of The Statist, a weekly commercial and financial paper, for advice in the emergency and eventually insisted upon him giving his whole time, until the war should be over, to the service of the Government as technical financial adviser, and the splendid

way in which Britain has met the emergency has been due to this trade paper editor more than to any other factor, as was pointed out by J. W. Flavelle in an address a short time ago.

In the States, too, since the present emergency arose, the editors of the leading trade papers have been called to discuss conditions with the President and members of his Cabinet, but particularly with their Minister of Trade.

These class paper editors are the specialists in journalism. Their opinions are unbiased. They have no personal interests to serve. Their success depends upon how well they serve their readers as a whole. Any preference for any firm or clique would be fatal to the paper. They are constantly called upon by the courts for expert evidence in complicated cases. Occasionally they are consulted privately by judges desiring information to guide them in coming to a decision in business or technical cases. Of course these are mere incidents in the work of these journalists. Their chief object is to give the news of the particular trade or industry in which their readers are interested, news for which general, daily and weekly newspapers with their space crowded with war, crime, baseball or society news cannot afford space.

Ploughing Matches.

A GREAT deal is being said and written about "Home Town Associations" and other associations whose objects are to further the interest of the home community. Much good work is undoubtedly being done in some towns where the local merchants are taking an interest in the affairs of the community and endeavoring to secure the co-operation of townspeople and also farmers in the surrounding districts. In this connection Hardware and Metal suggests, as it did last year, that in outlining the year's program the local associations should not overlook the value of the old-time ploughing match.

There was a time in Ontario and Quebec when the ploughing match was an event of importance in many localities. Later, interest in the matches decreased greatly, especially among the younger men. As a result, good ploughing and good soil cultivation have fallen back some points since the old days, except in the few districts where the matches have been continued. As the first-class ploughman is likely to be a good cultivator of the soil, agriculture and the local community in general, has suffered. On the other hand, the farmer who regards ploughing merely as a process of turning over land, the sooner done the better, will not, and can not, be a good cultivator of the soil. Unless the soil is well ploughed, it is impossible to give the land the best of preparation for the seed.

It is encouraging to note, however, that the ploughing match is being revived, and that the Prairie Provinces also are taking a keen interest in competitions of this kind. If they are beneficial as an aid to better farming on the virgin prairie they are of even greater value in the older parts of the country, where the land needs more careful working to maintain soil fertility and increase crop production. Good ploughing is a matter of good ploughmen as well as of good ploughs and, as these matches encourage good workmanship, they are worthy of support by all interested in better farming, and the local merchant should be very much interested in better farming.

5 and 10c. Stores Sell by Mail.

SINCE the introduction of the Parcel Post System in the United States and Canada a large number of original selling methods have been adopted by various firms. It was generally known that the parcel post would prove a boon to the department stores and mail-order houses, and that many natural advertisers would benefit greatly.

It was also generally known that a great many retail firms would try and run a mail order department in connection with their local business but it was not generally thought that the 5-10-15 cent stores would enter the parcel post or mail order selling field.

For many years past it has been argued that the 5-10-15 cent stores could not successfully sell by mail and yet there is now at least one large concern advertising nationally to sell by parcel post and this is probably the signal for a number of the syndicate stores to launch into the parcel post or mail order selling field.

It is quite true that the 5 and 10 cent store cannot sell a ten cent article by parcel post and make a profit on it, but the plan they are working on is the selling of goods in groups, the cost totalling 50c, \$1, \$2, etc., as the case may be. A catalogue is issued showing the various groups which the stores offer.

The "selling in groups" plan for retailers has often been urged by Hardware and Metal.

The result of the new departure on the part of the 5c-10c-15c stores will be watched with considerable interest.

Weights and Measures Inspection.

EVERY time the Department of Inland Revenue issues a statement on the inspection of Weights and Measures, there is brought to light the inconsistency of compelling merchants to pay for that inspection or any part of it. In the latest Blue Book received on the subject there is ample evidence that the present system of assessing the retail trade for the inspection of their weights and measures is unfair and unreasonable.

The total revenue collected during the year ending March 31, 1914, by Government inspectors was \$113,705.30. Further figures show that during the year there were 67,184 weights presented for inspection and out of that number 66,846 were verified and only 338 rejected, or a percentage of .503. In Measures of Capacity there were 122,869 presented for inspection, 122,819 of which were verified and only 50 rejected. Yet all retail merchants whose weights and measures were inspected had to pay the shot whether guilty of having correct appliances or not. It should too, be understood that even where incorrect weights or measures are found, the trouble is due in the great majority of cases to no wilful fault on the part of the merchant.

The matter of scale and measure inspection is for the good of the people as a whole, and the cost should be entirely borne by the Government as the representatives of the people. Why should the Government bear the cost of health inspection and not the inspection of weights and measures? Both are for the protection of the public. Yet the retailers for no benefits whatever—judging from the number of scales and measures found correct—had to pay during the last fiscal year no less than \$113,705.30. That is most unfair, and the Government has no argument to meet the accusation.

Twine and Cordage Industries

Many Canadian Twine and Cordage Industries Have Gone Out of Business Since the Free Listing of Their Products—Those in Close Touch With the Twine and Cordage Industry Claim That Protection is Necessary.

IN last week's issue of Hardware and Metal was published an article regarding changes in the tariff, and urged that every consideration be shown our home industries. It is well known that owing to the unprecedented situation created by the war, action has to be taken to increase the country's revenue. On one hand, there are rumors current to the effect that a general increase in the tariff will be made, while others believe that at the coming session of the Dominion Parliament the Government will introduce legislation providing for a special tax on certain imports and exports, so as to partly provide for war expenditures. Proposed tariff changes are usually closely guarded by the Finance Minister, but there is usually a disturbing sense of expectancy for a few weeks preceding the session of Parliament.

At this time, when the ways and means of internal revenue are being considered, we recall the twine and cordage industry. Those engaged in the industry in Canada claim that it suffers from class legislation.

Hardware and Metal has interviewed a number of men closely identified with the twine and cordage industry, and the consensus of opinion of those in the trade can be summed up as follows:—

While the export of natural products, such as grain, produce, cattle, fish, lumber, paper, and minerals, furnishes some of the funds required for our developments and national operations, the better support of healthy home industries rather than encouraging importing would go far towards retaining for circulation in Canada the riches produced by the soil.

Seventy-five per cent. of the Canadian twines and cordage requirements are on the "free list," such as binder twine, Manila cordage (under $\frac{1}{2}$ in. diameter for fishing net head ropes and lobster traps), net and trawl twine, seine twine, gilling thread, barked marline, net norseles, jute and hemp yarns, oakum and plumbers' oakum. Considerably over half of Canada's twines and cordage is imported, and an overwhelming proportion of same is used in the Dominion's agricultural and fishing pursuits. The question constantly arises, why should agricultural and fishing interests, which by reason of years of high prices for their products, are in most prosperous conditions, be nurtured at the expense of a sound and necessary industry? A

commercial enterprise employing so much steady labor, power and capital should not be embarrassed by unfavorable custom regulations.

The following list of cordage and twine factories that have operated in Canada in the past twenty years clearly elucidates the contention that this industry has been battling against odds which can be remedied without detriment to any interests:

Memorandum of Cordage and Twine Factories Operating in Canada the Past Twenty Years.

Consumers' Cordage Co., Montreal, P.Q.

Plymouth Cordage Co., Welland, Ont.
Consumers' Cordage Co., Dartmouth, N.S.

Brantford Cordage Co., Brantford, Ont.

Ayton Cordage Co., Ayton, Ont., liquidated 1903.

Canada Flax and Fibre Co., Lachine, Que., liquidated 1911.

Canadian Cordage and Mfg. Co., Peterborough, Ont., liquidated 1910.

Chatham Binder Twine Co., Chatham, Ont., liquidated 1904.

Brandon Cordage Co., Brandon, Man., liquidated 1904.

Ferguson Brothers, Kingston, Ont., liquidated 1902.

Frontenac Cordage, Kingston, Ont., liquidated 1905.

McKenzie & Co., Valleyfield, Que., liquidated 1908.

Perth Flax & Cordage Co., Stratford, Ont., liquidated 1906.

Walkerton Binder Twine Co., Walkerton, Ont., liquidated 1903.

Welford Brothers, London, Ont., liquidated 1902.

James Brown & Son, Quebec, P.Q., dismantled.

Thos. Connor & Sons, St. John, N.B., dismantled.

A. Main & Son, Hamilton, Ont., dismantled.

A. W. Morris & Brothers, Port Hope, Ont., dismantled.

Ontario Central Prison, Toronto, Ont., dismantled.

Kingston Penitentiary, Kingston, Ont., closed.

Jas. Lochrie, Toronto, Ont., closed.

Richelieu Cordage Co., St. John, P.Q., closed.

Bannerman Brothers, Lachute, P.Q., burned.

Farmers' Binder Twine Co., Brantford, Ont., burned.

Though various causes can be set down for disaster, it is claimed that nearly all of the foregoing plants which have ceased to operate have done so since the free listing of most, if not all, of their products. The factories still operating, though favored in some ways by cheap location and power or reduction in capital, do not, with continued heavy imports, find sufficient business to go around.

On September 27th, 1912, the Moose Jaw "Evening Times" stated that the Morely Twine & Machinery Co. would put up a binder twine factory in Moose Jaw, capitalized at \$500,000, with a capacity of 12 tons daily, to be completed October, 1914.

On 19th August, 1913, the St. John "Standard" stated that Connors Bros. would establish a rope walk in St. John, N.B., at once.

While any of the twine and cordage plants which have assigned for the benefit of the creditors could have been purchased at from 20 per cent. to 25 per cent. of the original cost, none resumed operations. Evidently the close examination of conditions surrounding this industry in Canada not only arrested the promotion of the above two new plants, but discouraged any fresh investment of capital for the manufacture of twine and cordage in Canada.

As many of the American cordage makers, even with a home distribution ten times larger to fourteen times the population, over a smaller area than Canada (not forgetting their proximity to Canada with no custom barrier), have ceased making binder twine, or dropped out of the struggle entirely, any criticism of the failure of our factories to succeed under the more difficult conditions of the Canadian market should be withheld.

The purchasing of material for binder twine so far in advance of its sale, and continual outlay throughout the year for labor, storage, interest, insurance, etc., with but one shipping and settling date, make this business both hazardous and unusually speculative.

From the above facts it will be seen that it is not difficult to start or cease operating in the twine and cordage business, but invariably there is the same
(Continued on page 48.)

How You Can Develop Business*

Business Now Received by the Producer While, Apparently Originating from the Customer, Really Originates with the Producer—Determining How Best to Apply Principles of Developing New Business.

BY H. S. DUDLEY.

A MID-WESTERN contractor in a city of about 100,000 came in the other day to get some free books on concrete work.

During our talk he told me business in his town was a little dull—he didn't have as many jobs on hand as he expected.

That statement was something interesting to contractors large and small if you take it apart and look at it.

I asked him where his business came from.

"Why!" he said, "from people who are going to build."

Of course it did. But compare for a minute the contracting business with almost any mercantile business.

I asked him where he thought the business came from that the cement manufacturers, for instance, received.

He gave me the same answer: "From people who need cement for construction work."

I told him he was wrong, that the business the cement manufacturers received came from the cement manufacturers themselves, and that the same thing was just as true about many other lines of trade.

He asked what I meant. Simply this:

Do you suppose that prospective builders would be interested in concrete, that architects would be designing concrete buildings and contractors erecting such buildings, unless the cement companies ever since the infancy of the industry in this country had persistently and forcefully directed attention to the value of Portland Cement as a building material?

You know they would not.

Put it another way.

Suppose a wonderfully durable paint had been made in small quantities twenty years ago. Wouldn't everyone with painting to do want to use it to-day if they knew about it?

But what if they didn't know about it?

How much Postum Cereal would be sold to-day if people had not been constantly told of its value—and so on right down the list?

In each instance when analyzed you can see the business now received by the producer, while apparently originating from the customer, really originates

with the producer. Now compare these facts with your business—contracting.

Ask yourself, and answer honestly, "How much of your business really originates with you?"

The next step in figuring out this proposition takes us back to that contractor's original statement. He said "Business is a little slow."

Analyzed, that statement means that the people he expected would build were not building, a condition he accepted with as good grace as possible under the circumstances, apparently believing that he could not do anything toward chang-

Two: To apply them!

In determining the best methods of developing new business it is wise to remember that you are very likely to be the favored bidder if you have worked to bring the job up to the building point, because the builders then are indebted to you for your assistance and co-operation.

Suppose your business lies in a small town. What are you doing to interest the citizens in erecting a concrete bandstand in the square? How many residents have built concrete drives or new sidewalks recently because you con-



I told him he was wrong—that the business the cement manufacturers received came from the cement manufacturers themselves and that the same thing was true about many other lines of trade.

ing such a condition as far as he was concerned, and especially taking steps to prevent its recurring in future.

As against that, the plain facts are that the same principles in business promotion which are constantly being applied nationally can be applied locally with equal success.

Then to carry this to a successful conclusion for you, or for anyone interested, there remain only two considerations:

One: To determine how best to apply these two principles of developing new business.

vinced them they should? How many have stuccoed over their frame houses? How often have you argued the wisdom and economy of concrete roads before your country commissioner or board of aldermen?

Unless you have done all these things, and many more, you have no right to complain about slow business, unless you want to complain about yourself to yourself.

And if your contracting is in some city, small or large, how many times has some movement for better housing in the

(Continued on page 52.)

*Reprinted from the Contractors' Atlas.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Feeling the Pulse of Business—Improved Outlook.

Feeling the Pulse of Business

From American Artisan.

It is worthy of note that there has been no time in many years when so many salesmen and other executives of large manufacturing and wholesale enterprises have been "on the road."

They are not out to sell goods. This they leave to their salesmen. Their object is to "feel the pulse of business," and they are seeking information at first hand, interviewing retailers, bankers, other manufacturers and wholesalers, consumers of various classes.

And this is the important feature of this unusual procedure: These men are going back to their places of business in a much more sanguine frame of mind—not merely hopeful of the future, but convinced that the fundamental conditions are right and that the turning point toward Prosperity has actually been passed. So they are preparing to meet the demand for goods of all kinds which is bound to come, and which is already beginning to manifest itself.

From a condition of pessimism, the East is fast changing into active optimism, and the effect is showing itself in the purchases of raw materials and operating of factories.

Improved Outlook

From Dun's Bulletin.

The New Year opened with a decided improvement in the business outlook, although the actual volume of transactions is still much below the average. At every leading centre there is a notable expansion of confidence, owing to the remarkable progress which has been made in restoring the financial situation to normal and re-establishing the favorable balance of international trade, in spite of the limited shipping facilities. There are, however, unmistakable signs of increased activity in domestic business, notwithstanding that conservation continues the controlling policy in all quarters. On the constructive side there is the basic soundness of an absence of large stocks carried on credit, while the recent railroad decision is already having the effect of stimulating more liberal contracts for rails, cars and other equipment. The iron and steel industry, though still operating at less than 50 per cent. of capacity, is facing the future with new hope based upon actual indications of improvement.

Marking Imported Clocks

From the Ironmonger.

British manufacturers who have seriously taken up the production of inexpensive clocks are anxious that foreign-made clocks should be compulsorily marked on the dial with the country of origin in legible print, because such clocks are so much like British in appearance that unless some such distinguishing mark is

applied the public is liable to be taken in. Not many customers who buy a cheap clock take the trouble to examine the movement. They are generally guided by the look of the clock, the tick, and the assurance of the shopkeeper that the clock will "keep time." If they did examine the movement they would probably find that in a German-made clock the mechanism is of steel, electrobrassed, instead of solid brass, and that the pinions are of the lantern type—that is, composed of thin wires like a tiny round cage, instead of being cut from the solid steel bar, as is the case with British-made clocks. But these points are hardly likely to be noted by the ultimate purchaser, although they are of vital importance to the durability and time-keeping qualities of the clock. They make British clocks threepence or fourpence dearer to manufacture than German, and it is by just that margin that the foreign clocks have kept the British off the market in times past. Our manufacturers might have met this competition long ago by the adoption of foreign methods of production, but they have always refused to put an article on the market which they knew to be practically useless. Now that an opportunity for taking up the trade again has presented itself they have taken advantage of it most thoroughly, and laid down expensive plants. They realize, however, that as soon as the war is over they may have to face the same kind of competition that they have had to meet before, and therefore they ask that it may be made impossible for foreign goods to be passed off as British.

Who Are Nation's Business Men?

From the Sporting Goods Dealer.

All merchants who are characterized as live-wires, or nearly all of them, have a desire to become big business men. They look up the cliff afar and see far upon the apex of the pinnacle a spot in the business world, which if they could reach, would make them extremely happy.

The small business man is apt to look upon the big business man with well developed envy. Thousands are striving to become his equal. They are looking forward with a considerable degree of expectancy to the time when they can occupy a ten-story building; when they can own a battery of automobiles; when they can take trips to Europe and when they can lead a life of perfect ease, with the whole of the big store working like clock-work and grinding out profit dollars faster than one man can count.

But here is a pathetic tale of trouble. Henry Siegel, bankrupt, was looked upon as the merchant prince. He was at the head of a gigantic mercantile corporation. He was the envy of thousands of smaller merchants. He was looked upon as a big merchant. But was he? Is a man who makes a failure of a business—whether big or little—is he a big business man?

Perhaps, after all, the merchant who considers himself among the small fry is the real merchant prince of the nation.

Practical Problems for Sheet Metal Workers

Article No. 13 of Series

By Chas. Seivers

IN this article we will take up the question of square pipe and several steps for its development.

In Fig. 1 at A is a section through pipe giving width of front and sides. B and C are front and side elevations of same. As the object shown in this case is of same size at top and bottom, its development is quite simple. At D is shown a pattern for a piece of pipe the size and length as shown at A, B and C.

Draw two lines parallel to each other, and a distance apart equal to length of B or C as shown in 1-2 and 3-4; at one end draw a line at right angles to 1-2, connecting it to 3-4 at point 3 as shown by 1-3. From this line mark off the width of face of pipe as at B, then the width of end as at C, and repeat to complete pipe.

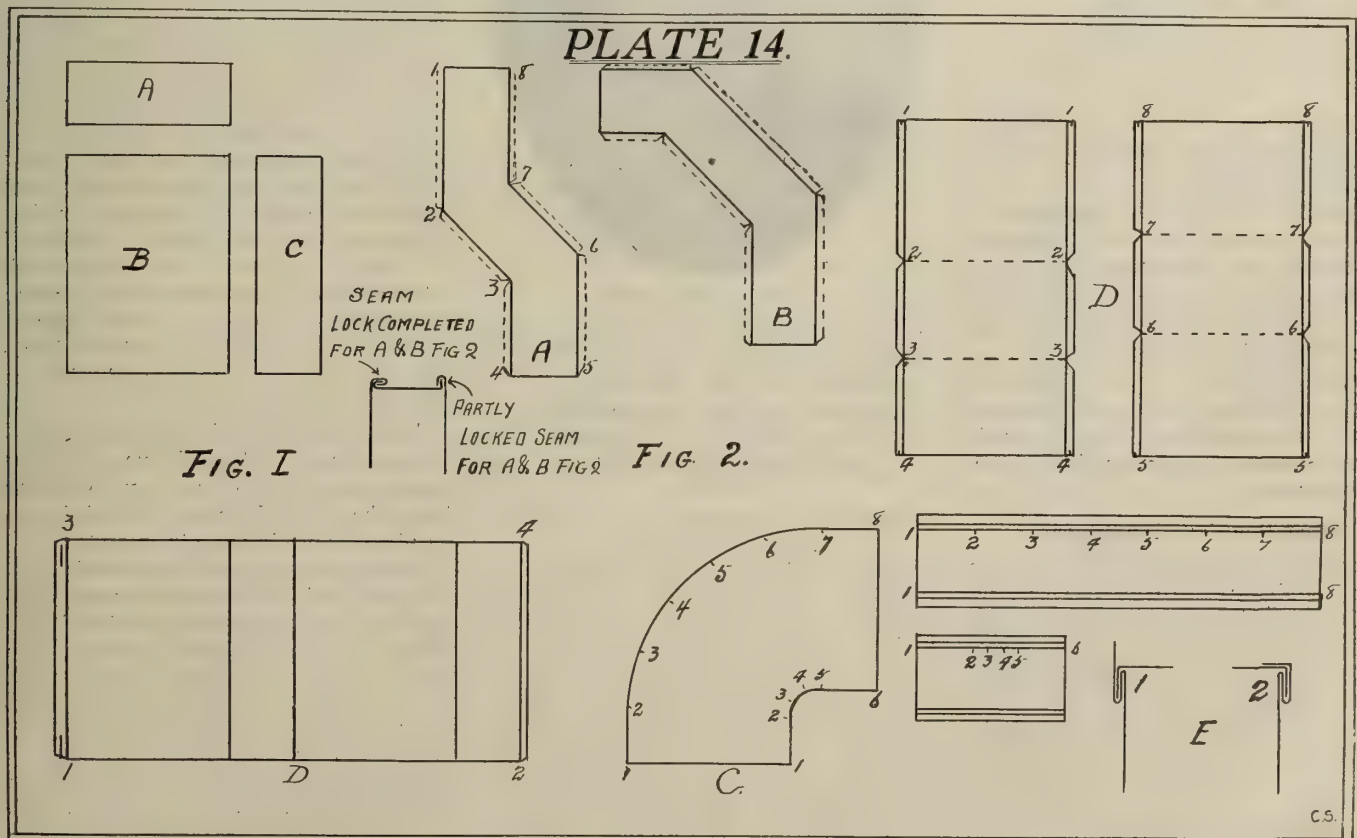
Next draw a line connecting the last two points as shown by 3-4, from line 4-3 mark off the seam allowance; on this edge usually the single edge is allowed, and from 1-3 mark off the double edge.

In Fig. 2 are shown three different bends or angles in a piece of square pipe, as the development or offset at A, and elbow at B are practically the same we will only develop the offset shown at A. The outline of the offset as shown at A forms the pattern of the two ends, all that is needed to complete being to allow the single edge for seaming. The next step is to obtain the two face pieces. Draw two lines parallel to each other and a distance apart equal to width of face of pipe (or as shown at B, Fig. 1). As shown by lines 1-4 1-4, at D at right angles to 1-4 draw a line connecting them as shown by line 1-1. From 1 and 1 mark off the distance 1-2. At A 2-3 and 3-4, draw lines connecting these points as shown by 2-2, 3-3 and 4-4. To complete, allow the seam allowance on two edges 1-4 and 1-4. The piece for opposite face is obtained in same manner using the space 5-6, 6-7 and 7-8.

At C is shown an elbow in which the side of the pipe is the portion to be ob-

tained. As in the bends shown at A and B, the outline shown at C is the pattern, the allowance for edge only being needed to complete. To obtain sides first divide two edges of C as shown. Draw two lines parallel to each other and a distance apart equal to width of end, as shown by 1-8 and 1-8. Draw a line at right angles to 1-8 connecting 1-1; from 1 mark off the spaces obtained on the outer edge of C, as shown by 1-2-3-4-5-6-7-8. From 8 draw a line at right angles to 1-8 connecting 8-8, completing length of pattern. The piece for inner side of C is obtained in the same manner, using the spaces 1-2-3-4-5-6, the seam allowance. A full size of the seam is shown at E; on the part C a single edge is allowed, on the sides then will be required first an allowance equal to the single edge, and then one of double the width. At e 1 is shown the seam when ready to finish and at 2 the finished seam.

(Continued in Next Issue.)





Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Fire Losses.

Buckingham, Que.—E. M. Lapierre has suffered a fire loss.

Obituary.

Tatamagouche, N.S.—The death took place recently of George Clarke, hardware merchant.

Personal.

W. H. Newton, sales manager for the Canada Paint Co., Ltd., Montreal, was in Toronto this week for a few days on a business trip.

Resigns Position.

Aylmer, Ont.—John H. Glover, for several years manager of the Aylmer Pump & Scale Co., has resigned that position and sold his interests in the business to M. R. Seed, who, it is said, will likely be made manager at the annual meeting to be held shortly. Mr. Glover will give all his attention to his hardware business.

Business Changes.

Warton, Ont.—Kyle & Hunter have dissolved partnership, D. J. Hunter continuing.

Huntoon, Sask.—Walter & Gillespie, hardware merchants, have been succeeded by Walter & Hanson.

Mortlach, Sask.—J. C. Strowger, tin-smith, has sold out to A. K. Helliwell.

Woodville, Ont.—The hardware, stove, tin-smithing and plumbing business formerly owned by Dure Bros., has been sold to the Woodville Mercantile Co., Ltd., a general departmental store. The firm consists of S. W. Keown, president; J. E. Dure, vice-president; F. C. T. Smith, general manager; J. N. Campbell, secretary-treasurer.

Promotion for Winnipeg.

Winnipeg, Man.—F. J. Baker, after a ten years' alliance with the Alaska Bedding Company, has been promoted to the office of general manager of the Winnipeg plant, succeeding J. H. Parkhill, who goes to Toronto, there to manage the Alaska Feather and Down Co. Mr. Parkhill will, however, retain his position as president of the local concern, and will still devote a great deal of his time to executive matters connected with it.

Bad Fire at Sherbrooke.

A serious fire which for a time menaced the whole business section of Sherbrooke, Que., on Friday last, broke out at the establishment of Codere, Sons & Co., one of the largest hardware firms in the township. A bottle of wood alcohol which was standing on a gas stove was accidentally upset and the flames spread rapidly. Jos. Codere, managing director of the firm, was overcome by smoke while endeavoring to throw the books of the firm into a fireproof vault

and stock will amount to about \$100,000, which is well covered by insurance.

A GOOD SIGN.

St. John, N.B.—The city council of St. John recently offered \$280,000 of 5 per cent. bonds to the public. The entire issue was taken up by the citizens of St. John within a few days of the bonds being placed on the counter and more could easily have been disposed of. This affords a striking idea of the satisfactory condition of St. John's finances.

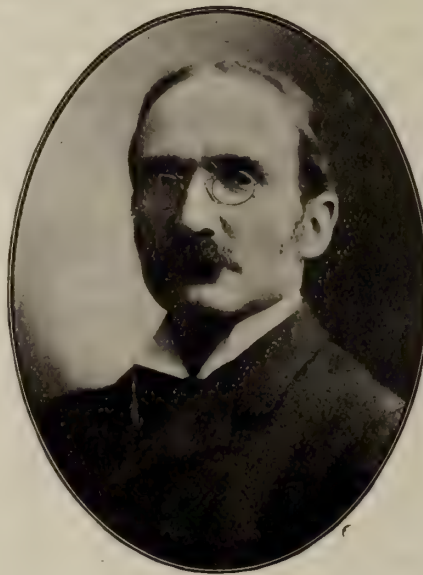


MONCTON MERCHANTS JOIN D. R. M. A.

Moncton, N.B.—At a representative meeting of the merchants of Moncton in the Board of Trade rooms, Y.M.C.A. building, the Moncton branch of the Retail Merchants' Association of Canada was formed and officers elected. C. N. Cameron, secretary of the New Brunswick board, and R. C. Doyle, district secretary, were present at the meeting and delivered comprehensive addresses on the aims and objects of the association, clearly setting forth the many advantages to the merchants of Moncton in forming such an association in this city. It was unanimously decided to have a "Dollar Day" in Moncton some time during the month of February, and a meeting will be held when all details will be worked out and plans completed. "Dollar Day" has been held in many Canadian cities, and in some cities it is held twice a year, and local merchants feel very optimistic regarding the day for this city.

Among the many things taken up and discussed was fortnightly pay, and the association decided to use every effort to have the I. C. R. pay fortnightly instead of monthly, as at present.

During the course of his remarks, Mr. Cameron dealt with trading stamps, stating how the association got legislation making this evil practice illegal; also the gold and silver marking act, so that dishonest dealers could not misrepresent jewelry. He spoke about the need of interprovincial judgments, so that a judgment given in this Province would hold good in any part of Canada. He also stated that manufacturers should



PELEG HOWLAND,

*President, H. S. Howland Sons & Co. Ltd.,
President the Imperial Bank. Mr.
Howland was last week elected a
Director of the Confederation
Life Assurance Co. in suc-
cession to the late Colonel D. R.
Wilkie.*

and had to be taken to the hospital; his injuries, however, are not very serious. Several of the employees were rescued with the aid of ladders. When the fire was at its height an explosion took place, which shook the buildings in the immediate vicinity. It was with the greatest difficulty that the buildings owned by C. O. Genest and L. A. Codere, as well as the Edwards Furniture Company's store, escaped. The loss to property

be held responsible for adulteration, instead of the retail merchant. Another important subject was that of mail order houses, Mr. Cameron pointing out why retail catalogue houses should pay a fair share of taxes in this province, the same as other places of business. He also stated that if the Bulk Sales bill was passed in the local legislature, it would lessen the retail sales and cause hardship. He also pointed out why the fees for the testing of scales and measures should be taken out of the public treasury and not out of the retailer's pocket. He also told how old accounts should be protected against the bad ones through this association. In conclusion, Mr. Cameron said:

"The business or selling goods at retail can never be dispensed with. It is the most important channel through which all merchandise and all produce must flow to reach the consumer with convenience and with the least expense.

"The capital employed in the retail trade of Canada outnumbers in amount the value of all the agricultural industries with the authorized capital of the chartered banks combined. We occupy and own more expensive premises, we pay more insurance, more rent, more taxes, more freight, more cartage, engage more help, own more horses, spend more money and give more credit, than all the agricultural and other commercial classes combined.

"We are less understood and more abused than all other classes, because we have been 'hiding our light under the bushel,' and other classes have demanded justice and equity. We are now beginning to realize our position and our importance in the community.

"To protect ourselves, our families and our future business conditions, we must all line up under one strong, powerful and properly organized Association.

"As units we are helpless, but as an organized body we become a mighty power."

Mr. Doyle spoke on the credit reporting branch of the association, fully explaining how this department is operated, which is, briefly, the gathering of statistics relating to those purchasing goods from merchants with no intention of paying for them.

He said the association in New Brunswick is preparing a list of these delinquents, and the names of all who do not pay will be supplied to the merchants.

The imports for the month of December totalled \$31,454,883, as compared with \$52,571,831 in the corresponding month. Exports last month totalled \$37,193,624 as against \$55,803,676 in December of 1913.

HARDWARE LETTER BOX



Wholesale Harness Manufacturers.

Jos. Harmer, Drumbo, Ont.—Could you tell me where I could get in touch with a wholesale harness concern?

B. F. Ackerman & Son, Peterborough, Ont.; Beal Bros., Toronto, Ont.; Heney Carriage & Harness Co., Montreal, Que.; Samuel Trees & Co., Toronto Ont.; Lamontague, Limited, Montreal, Que.; Wood Bros., St. Catharines, Ont.—Ed.



FRED. W. OTTON.

of H. H. Otton & Sons, hardware merchants, Barrie, Ont. Mr. Otton has been elected Chairman of the Barrie Board of Education.

Water Wheels.

D. Mistele, Rodney, Ont.—Kindly give me the addresses of manufacturers of water wheels.

Canadian Allis-Chalmers, Ltd., Toronto, Ont.; Wm. Kennedy & Sons, Ltd., Owen Sound, Ont.; Wm. & J. G. Greey, Toronto.—Ed.

Paint for Cement Floors.

D. K. Clarke, Hamilton, Ont.—Will you kindly tell us the names of firms manufacturing a paint suitable to use on a cement floor, to reduce the dust?

Canada Paint Co., Limited, Montreal, Que.; Brandram-Henderson, Limited, Halifax and Montreal; B. Moore & Co., Ltd., Toronto, Ont.; The Martin-Senour Co., Limited, Montreal, Que.; Berry Bros., Walkerville, Ont.; R. C. Jamieson & Co., Limited, Montreal, Que.; A.

Ramsay & Son Co., Montreal, Que.; G. F. Stephens & Co., Ltd., Winnipeg, Man.; Pinchin-Johnson Co., of Canada, Ltd., Toronto, Ont.; Sherwin-Williams Co., of Canada, Limited, Montreal, Que.—Ed.

Newman Bros. Shotgun.

James H. Walker, Dunnville, Ont.—Will you kindly inform me where the Newman Bros shotgun is made: I want some repairs for one?

This gun was made in Belgium, but owing to the conditions there at present, no repairs could be secured from there. Caverhill, Learmont & Company, of Montreal, are Canadian jobbers handling this line, and they could very likely give you repairs.—Ed.

Fire Escapes.

Sumner Co., Moncton, N.B.—Can you advise us the names of any makers of fire escapes in Canada?

Universal Fire Escape Co., 234 De La Roche, Montreal; J. Watson & Son, of Montreal, Ltd., 167 Wellington street, Montreal.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

RE WORKMEN'S COMPENSATION. Editor, Hardware and Metal, Toronto.

I have seen several items in Hardware and Metal regarding the Workmen's Compensation Act, but I am not quite clear as to the position of the retail trade, and I think that if you would publish this letter and answer the questions, it would be of great assistance to your readers who wish to live up to the letter of the act.

I run a retail hardware business with a tin shop and harness shop in connection. In the hardware store I employ one clerk, one bookkeeper and one teamster. In the tin shop I employ one man, and in the harness shop I employ one man. Am I exempt with all my employees from assessment by the Workmen's Compensation Act.

If you would kindly answer this letter through the column of your paper, you would very greatly oblige.

X. Y. Z.

You are exempt all round, unless your tinsmith does outside work. If the tinsmith does inside shop work only and is not called upon to do outside work such as putting up eave-trough, etc., he is not included under the Act. If the tinsmith does outside work he comes under the Act, but all your other employees are exempt.—EDITOR.

Annual Convention of Canada Metal Co. Ltd.

Third Annual Convention Held at Toronto Last Week—Western Salesmen are Optimistic Owing to Increase in Wheat Acreage.

THE third annual convention of the Canada Metal Co., Ltd., was held at the head office of the Company, Toronto, last week. Each year this company get their sales-staff together from all quarters of the Dominion. The managers from the factories at Winnipeg and Montreal bring in the salesmen who make their headquarters at these centres. When the roll was called nineteen were present.

W. G. Harris, Jr., vice-president of the company presided, and his opening address was briefly a word of welcome and he stated, what proved to be a fact, "This convention is to be a week of hard work for everyone and there will be little time for the usual frills outside business."

Mr. Harris, Sr., president and general manager of the company, had a cheery word of welcome for the salesmen and expressed his pleasure at being able to meet them all each year and to spend a few days going over past records and planning for future successes. He spoke of the wonderful growth of the company, how a few years ago only very little ground was covered outside Toronto, but to-day the whole of the Dominion is covered by nineteen salesmen.

The first morning was taken up by going over the yearly report of the sales for 1914, and many suggestions were made as to the plans for 1915, for as one salesman remarked, year by year our sales have increased and it will need some brilliant planning and hard work to go ahead in 1915, but we mean to do it, if at all possible. The afternoon was devoted to questions, and questions asked referred to newspaper metals, babbitt metals, ingot metals and plumbers' supplies. All were invited to ask questions and there is not the slightest doubt by this means much useful information was gained. A Western salesman declared he had learned more about metals in one afternoon than he could learn in twelve months on the road.

Each day was full of real hard work. Business and trade conditions were discussed from all points of view and from all parts of Canada. At noon of each day lunch was provided on the premises and a fine jovial crowd sat down to do justice to the chef's catering.

One day was a day to be remembered, for the winners of the various competitions had the pleasure of receiving the various prizes. These competitions have proved a huge success and are thorough-

ly approved of by the salesmen, for it causes a little friendly rivalry. Each year over \$1,000 is presented to the competitors, and in addition one prize is a gold watch and chain suitably inscribed. Upon H. C. Crow, who has taken such a great interest in arranging these competitions and carrying them through to their ultimate success, fell the honor of presenting the gold watch and chain to A. E. Byers, the winner of the Harris Heavy Pressure competition, and no doubt there will be a good many hardwaremen agents for H. H. P. who will have the pleasure of seeing it.

To give an idea of the subjects upon which salesmen addressed the convention and also to illustrate how useful they were, one salesman had for his subject Plumbing Supplies and how I Assist the Hardwareman Who Has a Plumbing Business in Connection with the Hardware.

Other subjects by salesmen were:

Babbitt Metals, and How I Aid the Hardware Merchant to Build a Connection.

Ingot Metals, and How the Hardware Merchant Can Handle Them to Make a Profit.

Solder, Sheet Lead, Lead Pipe, and It's Possibilities.

How Harris Heavy Pressure Sales Won the Gold Watch, and what Part was Played by the Agents and How They Assisted.

One evening the whole staff visited Shea's Theatre, so that even though Mr.

(Continued on page 47.)



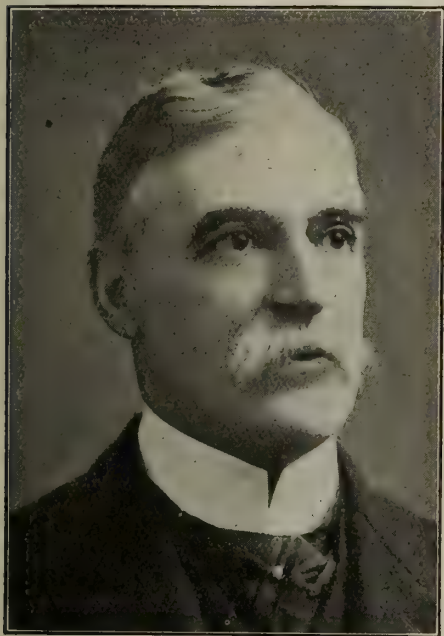
Salesmen attending the annual convention of Canada Metal Co.

Steel Co. of Canada Convention

*Third Annual Convention of Sales Managers, Works Managers and Salesmen
Held at Hamilton—A Trip Through the
Works.*

ON January 13, 14 and 15 the Steel Company of Canada held its third annual convention of sales managers, works managers and salesmen at Hamilton, Ont. Representatives were there from as far east as Halifax and St. John to as far west as Winnipeg.

The convention was in charge of Robert Hobson, the general manager, assisted by F. H. Whitton, assistant gen-



ROBT. HOBSON.

Gen. Mgr. Steel Co. of Canada, Ltd.

eral manager, and R. H. McMaster, manager of the Montreal office. The sessions were attended by the president, Chas. S. Wilcox, and the vice-president, Cyrus A. Birge, who were both very interested in the papers read and the discussions which followed.

The convention was devoted to practical demonstration of sections of the company's plant, as well as to the reading of papers on relevant subjects. On Thursday morning the party was taken through the Bar Mill and the Wire Rod Mill by R. G. Wells, H. G. Girven and George A. Simpson, and were shown the detailed manufacture of iron and steel. In another section the party saw the manufacture of pig iron. The Canada factory was then visited, and, under the guidance of J. Orr Callaghan, the manager, and J. C. Callaghan, assistant manager, the party saw screws, rivets, wire nails, stove bolts and kindred lines in the making.

Special attention was given to the various papers presented by delegates.

They were all handled well, and were most enjoyable as well as instructive. A noteworthy paper was given by H. H. Champ, treasurer of the company, on "Credits."

The business outlook was touched on by several officials, and the opinion voiced by most of them was that 1915 will be a better year than was anticipated a few months ago. The turning point has been passed, and the fact of low stocks in the hands of the dealers means that as soon as confidence is restored trade will pick up to a marked extent. There are evidences of this already.

The arrangements for the convention were in the hands of Messrs. George Spence, Charles E. Harrison and George A. Simpson, who are to be congratulated on its success. "Best we ever had" was the general opinion.

By-the-by, on Thursday morning, when the men got down to breakfast, there seemed to be a new form of greeting very much in vogue. "How is everything by you?" was the question. "By me it's all right, too," came the reply. This seemed familiar to a good many of the delegates.



PUT YOURSELF IN HIS PLACE.

(Continued from last week.)

"Where shall I send it?" said Mr. Bright.

I indicated the house.

"Oh, you've taken that old place of Peterson's. Well, I'm glad to make your acquaintance, Mr. Black? That's a good bit of property you have up there, and this is a go-ahead town. Sir, you ought to make money on that house of yours in a year or two."

Now I have always liked the man who will boost for his own town. I became interested in what Mr. Bright was saying and we went on chatting about the town.

"Well now," he said, "I guess you'll want several things for that house of yours. I know it well. There is some glass needs fixing in the windows, isn't there? And I think you'll find it pays to put weather-strip on your doors up there, Mr. Black. How about paint?"

I told him my difficulty about matching the brown tint of my front room. "I guess I can't do any better for you immediately than Mr. Grim could. But I'll tell you, if you like to leave that sample color here, and come in in a couple of days, I think I'll be able to fix you up."

I left it with him. I also gave him the order for some window glass and weather stripping. In addition, I had ordered a stove from him. Altogether I had spent or contracted to spend about thirty dollars.

Two days later, Mr. Bright came in to see me. It was about 8.30 in the morning.

"Here's that paint for your front room," he said, handing me a can. "One of the boys was in Toronto on Saturday night, and I got him to look it up for me. What do you think of it?"

I took him into my front room and showed him the fixtures and furnishings and so forth. The paint he had brought was the very thing.

"Why don't you have that stove-piping white instead of black? It would look much better if you gave it a couple of coats of aluminum," said Mr. Bright.

And so on. By and by the stove came, and I found with it as with everything I got from Mr. Bright, complete satisfaction. Now, that is the difference between Mr. Grim and Mr. Bright. Bright was no better at his trade than Grim; he didn't know any more about the technical end of the business. But he had the knack of placating and interesting his customers. He laid himself out to serve you, knowing right well that it was himself he was serving. In short he put himself in the place of the customer. It cost him nothing but a little effort. But it gained him a nice profit. He was alive, alert. Instead of fiddling round in a dark little office in a dark stuffy store, he set out to accommodate people who came into his store. The consequence was that his business grew, while Mr. Grim's shrunk.

There ought to be another beatitude—"Blessed are they who know how to serve, for theirs is the credit balance."



SHELL MANUFACTURE.

Representatives of various manufacturing companies are in Ottawa this week conferring with the Government in connection with the construction of shells. These companies, the demand for whose normal output has been seriously interfered with by the war, are anxious to take advantage of a demand which promises to be fairly brisk for some time to come, and to manufacture a product which can be profitably disposed of. Already a large number of manufacturing firms have put in the plant necessary for such manufacture, and it is estimated that the total output of Canadian shells will soon approximate 100,000 per day. It is expected that this will shortly be increased until 200,000 per day are being turned out for the cannon of the allies.

Martin-Senour Co. Ltd. Convention

No Trace of Pessimism at the Annual Convention of the Sales Staff of the Martin-Senour Co.—Demonstration of Products and Discussion of Prices—Window Display Advertising Dealt With.

THE last week of the year of the Martin-Senour Co., Limited, was marked by the annual sales convention of the selling force of the company, who were in session from December 28 to 31, inclusive. Originally the date had been set for December 16, but through the illness of the general manager, W. H. Gerke, a postponement was made and it was a matter of satisfaction and pleasure to all that he was able to be present on the later dates and to participate in what was voted as being the most profitable convention yet held.

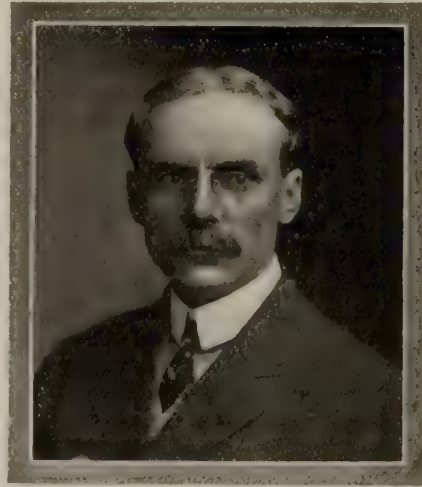
The business sessions were held at the Place Viger Hotel, and a strenuous program was carried out. The convention was called to order by the general manager, who welcomed the sales staff, which showed no break in the ranks but a little expansion in numbers. It was a source of pleasure to the salesmen to have also in attendance Z. E. Martin, the president of the company, whose thorough experience from bottom to top of all stages of the paint business, and whose expression of thanks to salesmen for good work already done, and his optimistic outlook for the future provided a real incentive for greater things. Mr. Martin's attendance was like a homecoming, as he is Canadian born, his birthplace being Knowlton, Que.

Monday was devoted to territory reports, salesmen being in attendance from all districts east of Port Arthur. In connection with these reports it was an outstanding fact that despite the unsettled conditions which had prevailed throughout the year, and particularly from the 1st of August, that there was a substantial gain indicated all down the line; there was no trace of pessimism and the general feeling indicated was that the new year would show no falling behind.

Commencing on Tuesday afternoon, following a demonstration of products and discussion of prices which occupied the morning, the campaign for the coming year was gone over.

This showed many pleasant surprises to the salesmen, who were more than gratified to find that along this line of work also, not the least sign of retrenchment was shown, and that greater things than ever before were being planned in the way of a strenuous publicity campaign, which would be national in its far-reaching power. Many new and

bright features of display were shown for the first time, all of which were ready for distribution to the dealer agents with their spring orders.



Z. E. MARTIN,

President, Martin-Senour Co., Ltd., who attended the convention.

At the advertising session an innovation was sprung in the erection of a full-size window showing how completely was

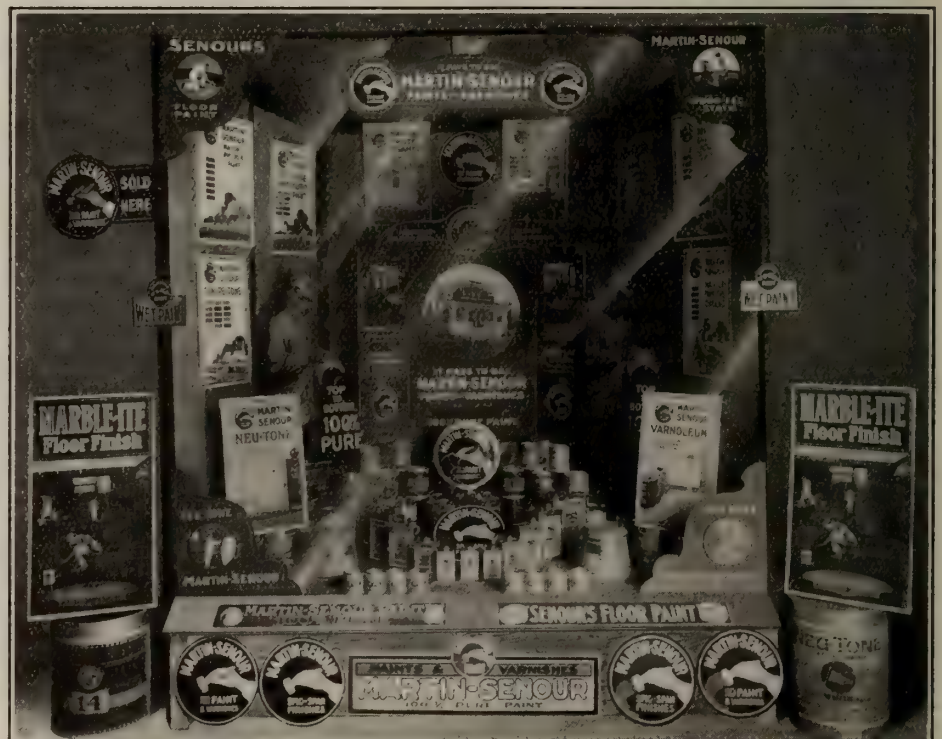
the Martin-Senour Co. have provided for the needs of the dealer agents in the matter of window trimming and display materials for the coming year.

Wednesday was devoted to general business and further demonstration of goods, visits to the new home of the Martin-Senour Co. in course of erection at Mile End, and the varnish plant, and promises were given that the next convention would partake somewhat of a house warming in the new premises, which would be completed during the coming spring.

The tenth annual family dinner formed the social event of the convention while a theatre party also provided a pleasant evening's entertainment. At the dinner which was held at the Canada Club, J. A. Naud, the sales manager, acted as toast master. Here, as elsewhere, the predominating sentiment was optimism for the business outlook for the year.

Westerners Elected.

Yellow Grass, Sask.—J. C. Baker, hardware merchant, was elected Mayor for the year 1915. R. C. McLaren, of McLaren & Son, hardware merchants, was elected as Alderman for 1915.



The Martin-Senour Window Display.

AN OPTIMISTIC VIEW.

Avila Raymond, proprietor of The Raymond Hardware Company, 343 Notre Dame Street West, Montreal, who conducts a large paint and varnish department, was asked by Hardware and Metal for his opinion on business. He replied:

"I expect to be busy as soon as spring opens up, for this reason: Proprietors of houses in Montreal who wish to secure tenants, will have to get to work and make their houses attractive. For the past four years landlords have done little or nothing to their houses, knowing they would rent anyway. Tenants did their own decorating, but this year the man who is paying a fair-sized rental will be unable to spend money on paint.

"This means that the contractor who takes on these repair jobs will get quick-



W. H. GERKE,

General Manager, Martin-Senour Co., Ltd.

er returns than he did on new buildings, and the percentage will be better for the hardwaremen, though the volume of business done may be less.

"I fully expect the demand for this repair work to be considerable around April and May. Landlords will want quantities of builders' hardware for repair work, paints, wallpaper, and to apply paint he will require brushes. You will find that a large number of them will hire painters as so much an hour and buy their own material.

"I know many cases where landlords have approached their tenants, and asked them to stay where they are for another year. In many instances the tenant has decided to stay at reduced rental, on condition that necessary repairs are made. Invariably the landlord is only too glad to accede to the request. These conditions should also have a good effect on the plumbing business."

Bonusing Clerks for Efficiency

System of Large Canadian Department Store is to Give Each Deserving Employee \$5 Per Month Bonus—Must Exceed Average Sales, Be Courteous to Customers.

DOES a clerk work any harder and give any better service when allowed a bonus?

Clerks, you may think, who do their very best all the time are being sought after, and are paid high wages, so that they have no desire for bonuses. Nevertheless, several large firms have seen fit to introduce bonusing systems into their establishments, believing that the efficiency of the staff as a whole will be raised.

In many cases, bonuses have failed utterly. The question has been raised repeatedly at conventions of retail merchants and the prevailing opinion seemed to be that to encourage a salesman to do better by offering a bonus had the tendency to encourage him to sell goods by hook or crook, often resulting in dissatisfaction both to the proprietor and to the customer.

But the fact remains that the large department store of the T. Eaton Co. bonuses its clerks, and with conspicuous success. If the assertion were made that Eaton's do this to increase their sales, they would deny it with emphasis, yet there is no doubt whatever that more goods are sold in Eaton's than would be the case if no bonuses were given.

Store Atmosphere Improved.

They aver that a more important result is achieved by sharing profits than that of an increased turnover, to wit, that the general atmosphere of the store is improved. When their system is explained, will you agree with this?

For years Eatons tried to bonus their clerks effectively, and many of their systems were discarded, giving place eventually to the one at present in vogue, which they consider as nearly perfect as possible.

All the clerks, and other employees in the store, are divided into two classes, which might be called the "better than average," and "worse than average." The total amount of the store's sales is known, so that an average is easily arrived at. Take a smaller store, in which the sales per man are \$120, \$110, \$90, \$80, \$70 and \$60; the average is \$90. All above that figure get a bonus of \$5 per month. The bonus of the T. Eaton Co. is the same for everybody—never higher than \$5. Those whose sales are below the average do not get a bonus, unless their sales exceed those of the

corresponding month of the previous year.

Other things have a bearing on this matter besides sales. Wrong addresses taken, errors in making out accounts, mistakes of any kind, and complaints of customers, all determine whether a man receives his bonus or not. These errors are recorded on a percentage sheet, and weigh against good salesmanship.

Five dollars is a nice "wind-fall" at the end of each month, and the average clerk will do his utmost to exceed the average, besides doing his best to avoid errors and complaints from customers. Complaints are always carefully investigated in the office, and no clerk is allowed to suffer because the customer happened to be born with a choleric temper.

Results in Courteous Clerks.

The company says that this is a system which encourages courtesy to customers, and with courteous clerks it is argued, bigger sales will result, and the general reputation of the store will improve.

It is interesting to note that this system is applied to inspectors, drivers, and other employees as well as to the clerks. It is true that they have no sales to watch, but their conduct, good or bad, decides whether they receive a bonus or not. The whole idea of the firm is to produce employees as much above the average as possible.



Don't waste a good opportunity to advertise.

* * *

Good window trims are the forerunners of sales.

* * *

Spread the Gospel of good cheer—be optimistic.

* * *

An effective advertisement must say something worth while about the goods.

* * *

Tendering suggestions on Cold Weather lines in January is working along the line of least resistance.

* * *

When a customer enters your store do you look at her as if she were a heartily welcome guest or an intruder breaking into your cash drawer?

Pratt & Lambert Salesmen's Convention

Most Successful Year in the History of the Organization Winds Up With Big Convention—Numerous Presentations to Salesmen—Another Contest Announced.

IF one would convince himself of the fact that business has not been so bad during the past year as some would have us believe, he would only have to look at the stream of salesmen that poured into the Buffalo factory of Pratt & Lambert, Inc., Jan. 5th, on the occasion of the big national salesmen's convention. Largely as the result of the efforts put forth by these men, Pratt & Lambert, Inc., have just completed their most successful year, despite war talk, "calamity howlers" and any number of other causes that have put the "crimp" in some business concerns.

Preliminary to the opening of the convention, the salesmen inspected the Buffalo factory. Since the last convention many additions and improvements have been made in the plant.

Luncheon was served at the cafe at the Buffalo plant at 1 o'clock. The convention opened at 2.30 o'clock Tuesday afternoon with an address of welcome by W. H. Andrews, President. His talk made every man feel at home. Mr. Andrews spoke of the success which the business had during the past year, and thanked the sales force for having contributed so largely in making this success possible. He stated that it was his opinion that poor and indifferent business had reached rock bottom and that from now on business is bound to rise up again to a high point, by a natural law.

He then turned the convention over to J. H. McNulty, general manager and convention chairman, who in a brief address outlined the work that the convention would try to accomplish. In closing he introduced F. W. Robinson, general superintendent who gave an address on "Facilities and Methods of the Pratt & Lambert Factories". Mr. Robinson spoke of the great care that is observed from the selection of raw material to the completion of the finished product to insure absolute quality and uniformity. He was followed by J. F. Thomas, superintendent of laboratories, who spoke on "Laboratory Work". The laboratory is really the creative centre of the varnish factory and the description of the constant testing and experimenting that is done in the laboratory to make better products, which seems to have reached the last notch of possible perfection, was very interesting to the salesmen. An illustrated talk on raw materials used in varnish-making by R. W. Lindsay, chief chemist, gave the men

a little more intimate insight into the goods they are selling, especially the newer men.

After Mr. Lindsay's talk, all the factory and office employees of the Buffalo plant were ushered into the convention room, where Mr. Andrews awarded cash prizes for the best suggestions made by employees during the current period. He also presented each one who has been in the employ of the company a year or more with a \$5 gold piece. Every employee regardless of the length of his or her service was also given an insurance policy providing for a payment in case of death, to the beneficiary of a sum equivalent to his or her annual salary.

Special cars then took the salesmen to the University Club where dinner was served at 6 o'clock. This was followed by an illustrated lecture on "The Pratt & Lambert Salesmen in Europe" by Mr. Andrews. The program for the night's entertainment, which was entitled "Joy Night, Pratt & Lambert Convention", described this as follows, Joy No. 2, W. H. Andrews, Travelogue. An illustrated lecture on the adventures of the Pratt & Lambert commercial tourists and their escape from the war stricken Europe on that famous dash for safety on the mighty "Mauretania"—the fastest trip ever made across the ocean—four days and ten hours. After the lecture copies of the "Bone Book", which humorously portrays by text and illus-

tration some of the experiences of the Pratt & Lambert salesmen in Europe was distributed to all in attendance.

A bowling contest between the teams from the Eastern, Western, Central and Canadian divisions was the next event on the evening's program. After a buffet luncheon, taxi cabs took the men to the Hotel Statler, convention headquarters.

Wednesday morning, Mr. McNulty went over selling points of leading products made by this concern. He was followed by J. H. Waterbury, resident manager of the Buffalo office, who gave a sales demonstration on Vitralite. He showed the salesmen how to demonstrate this enamel to the dealer, to show its better color, great capacity, covering property and easy working qualities. After luncheon at the plant, the afternoon session opened with a talk on the "Systematizing of a Salesman's Work," by J. N. Welter, manager of the Chicago office. Mr. H. Scheib was then called upon to describe the very practical system which he has used with great success to properly plan out his work in advance. The selling points of other products were then taken up by Mr. McNulty, the convention chairman.

A country dinner was served at the Saturn Club at 6.15. Music was furnished by a real old-fashioned country band garbed in gorgeous attire. The band marched through the club rooms and



Pratt & Lambert Salesmen in the Banquet Hall of the Hotel Statler, Buffalo. One of the pleasant events in connection with their recent sales-staff convention.

headed by Mr. Andrews paraded to the dining room followed by the salesmen. The band consisted of members of the P. & L. organization.

The dinner was followed by a theatre party at the Star Theatre to see Marie Cahill and Richard Carle, in "90 In the Shade." Tickets were also furnished all office and factory employees, so that the theatre was pretty well filled with Pratt & Lambert employees and friends. The comedians pulled off some good P. & L. jokes for the special benefit of the party.

Thursday morning, J. B. Bouck, Jr., resident manager of the New York office, spoke on "The Salesman's Relation to the Credit System." He emphasized that the credit department and the salesmen should work hand in hand for best results. C. A. Steward, architectural manager, Chicago, concluded the morning program with a talk on "Architectural work." He showed the cabinets containing panels finished with Pratt & Lambert products which are furnished architects. These cabinets brought the greatest admiration of the newer men who had never seen them before.

In the afternoon W. P. Werheim, advertising manager, delivered an address on "Pratt & Lambert Advertising." He talked from a big chart on the wall which outlined the entire Pratt & Lambert advertising plan. This chart was connected up by ribbons with exhibits on either side showing the actual things charted. Mr. Werheim also displayed charts to show that Pratt & Lambert through their advertising were reaching practically every family with sufficient income to buy high-grade varnish products, and another chart showed the upward trend and increase in sales on various products. Mr. Werheim showed proofs of the advertisements which will appear in the national magazines this spring. These advertisements brought forth the unstinted admiration of the salesmen. A new plan is to be worked out in Pratt & Lambert magazine, advertising this spring; many of the advertisements will appear in color. Mr. Werheim said that Pratt & Lambert advertising would be bigger this spring than ever before. He remarked that Pratt & Lambert advertising is not to sell goods to the dealer, but to sell goods for the dealer, to get the goods which Pratt & Lambert sell him off his shelves and the profits into his pocket. This he said was forcibly brought out last year when people were talking bad times and manufacturers in the varnish business and other lines of business cut down their advertising Pratt & Lambert did not cut down on their advertising and the result was that their sales showed a decided increase, the Pratt &

Lambert line proving to be a profit equalizer to dealers who handled it to make up for diminished profits on goods whose manufacturers cut down on their advertising and withdrew their co-operation.

"Varnish Talks," Pratt & Lambert painters' magazine, also came in for much favorable comment.

Thursday evening the convention was practically wound up by a big banquet held at the Hotel Statler at 7.30 o'clock. An orchestra furnished music during the evening. Mr. Andrews acted as toast master. In his opening remarks Mr. Andrews again stated that the business of Pratt & Lambert, Inc., was a remarkably successful one during 1914, and thanked the salesmen for making this possible. He stated he was proud of the men who represented the organization and that Pratt & Lambert always tried to get high-grade men and that when he looked around the room at those assembled he thought that they had been successful in doing this. He also stated that it was the ambition of the company to develop the men with it and he thought that in this it had met with a great measure of success. Mr. Andrews covered many of the basic principles of salesmanship in his talk which was an inspiration to every man who heard it.

After these remarks Mr. Andrews got down to some real definite business of the evening. One of the first things he did was to present silver cigarette cases to the members of the victorious New York bowling team. J. B. Bouck, manager of the New York office, who did so much to spur the New York bowling team to success by lung power, was given a handsome cigar case. Mr. Andrews also awarded the prize for individual high score to J. G. Schroeder of the Chicago office. Then he presented cheques for \$100 to every salesman who "made his quota." A large number of salesmen made their sales quota for 1914.

Insurance policies, which were mentioned before, were then presented to every member of the sales force. When it is considered that these men are all making good salaries and that the insurance policies provide for payment to the beneficiary in the case of death equivalent to a year's salary of the deceased, but not to exceed \$3,000, it can be readily seen that these policies represent something of real value.

Mr. Andrews then referred to the sales competition which was conducted last spring for prizes of a trip to Europe. He said: "You'll remember we mentioned last year that if this contest was successful that we might run a similar contest for a trip to the San Francisco

Exposition this year. This we have decided to do. A similar contest will start immediately, ending in time for the winners to start for the Exposition about July 1st. In the case of a married man, he will be given the privilege of taking his wife at the expense of the firm. The stay in San Francisco will be for two weeks, and will include stop over privileges, which will enable the men to see the Exposition at San Diego as well as San Francisco, and to visit other points of interest. From the enthusiasm with which the announcement of this competition was received, it will enable the Pratt & Lambert organization to do things in as big a way this spring as the European trip competition enabled them to do last spring.

In concluding, Mr. Andrews called upon Mr. McNulty, general manager of the company, to say something. Mr. McNulty gave his thanks to the salesmen for the success they have made possible, and expressed confidence in the personnel of the sales organization. Many others spoke at the banquet, and every man who spoke brought out the fine spirit of loyalty which seems to be inherent with all employees of this company.

Friday morning some of the odds and ends of the convention which did not belong to the convention proper were cleaned up. In the afternoon business sessions were held by various divisions. One division was for new men, J. H. Waterbury, Buffalo resident manager, acting as chairman; another session was held for manufacturing men, J. H. Shanley acting as chairman. Business sessions were also held by the architectural department and by the railway department, J. Parker Gowing acting as chairman.

The attractive menus, place cards, programs, etc., used during the convention were printed in the Pratt & Lambert private printing plant.

ANNUAL CONVENTION OF CANADA METAL CO., LIMITED.

(Continued from page 42.)

Harris, Jr., promised no frills, yet a few were allowed to step in.

When the convention finally broke up, all admitted that though it had been a strenuous time, yet there was no doubt that it might fitly be described as a brilliant success and each one departed hoping to once more meet in 1916, when, as the Western men prophesied, the West will have more to say, for 1915 will see wonderful improvements owing to the great increase in the wheat acreage.



New Hardware Goods

Offered Canadian Hardwaremen



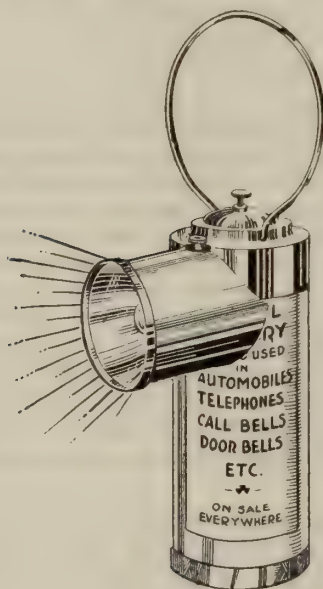
BRIGHT-EYE LANTERN.

THE accompanying illustration shows the "Bright Eye" electric lantern attachment which is a new device put on the market to operate on an ordinary dry battery.

The illustrations are self explanatory. The attachment merely slips on over the top of the battery and is screwed down by the battery thumbscrew.

It is made of brass, brush finished, and weighs but 5 ounces.

The manufacturers state that it will give a light when submerged in water for 24 hours. It retails for \$1.35.



The Bright Eye Lantern.

The Chas. B. Ellis Company, 301 Power Building, Montreal, are the sole distributors for Canada.

CHATILLON'S MEAT TENDERER.

John Chatillon & Sons, 85-93 Cliff Street, New York, are offering the trade an improved "meat tenderer" here illustrated. Meat tenderers are used extensively in markets, restaurants and hotels. In the new tool the ready dissembling feature is said to be of considerable value, as it lends itself to the ready cleaning of the tool. The element of sanitation is thereby brought into focus, and this idea has been carried to its greatest development in that all parts are made of metal, giving no opportunity

for foreign matter to remain by absorption as would be the case if wood was employed in any part of its construction. Another convenient feature is provided in the new tool in that the two halves are hinged, and by pressing the button

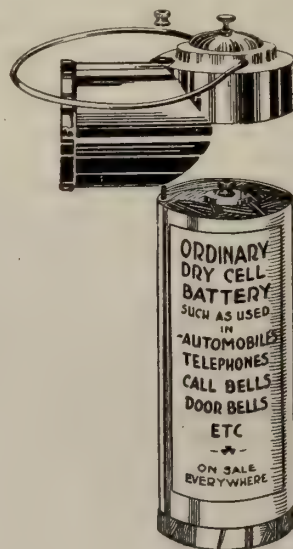


Chatillon's Meat Tenderer.

at the end of the handle the two hinges can be swung apart, exposing the entire interior.

GLASSBRITE.

The Benjamin P. Forbes-Co., 409 Superior Avenue N.W., Cleveland, U.S.A., represented in Canada by C. F. & E. J. Earle, Toronto, and J. S. Langevin, Garnier Street, Montreal, offer to the Canadian hardware trade "Glassbrite," a chemical window cleaner, reduced to the form of an impalpable powder free from acid, grit or harmful substances, which is used for cleaning signal lights, head lights, coach and cab windows, win-



How Bright Eye Lantern is operated.

dows in residences, offices, stores and garages, as well as wind shields; limousine windows, show cases, cut glass, electric lamp globes, shades and reflectors, enamelware, polished silver, gold and diamonds. No. 1 "Glasbrite" powder

is put up in 1-5 lb. nickel-plated sifter top cans; No. 1 "Glasbrite" paste is put up in 1-5 and 1 lb. flat round cans.

Sample packages will be mailed, free on request, by the manufacturer.

THE PENLITE.

The Interstate Electric Novelty Co. of Canada, Ltd., are now offering to the trade what they term the "Penlite." It is an electrical flashlight, constructed so



Glassbrite in sifter-top can.

as to imitate a fountain pen, and is fitted with a clasp and held in the pocket in a like manner (or as a regular fountain pen). The makers state it will become a popular seller, both for the novelty of



The Penlite.

the same and the convenient manner in which it can be carried.

TWINE AND CORDAGE INDUSTRIES.

(Continued from page 36.)

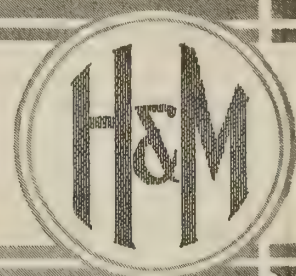
disappointing result, with the loss of money invested.

The difficulties with which this industry is beset could be ameliorated by some readjustment of present free listed articles, such as binder twine for our extensive grain fields, fishing cordage for our numerous lakes, rivers and coast operations, and jute yarns and twines for pulp paper and electrical industries, all of which are well able to share the upkeeping of home commercial enterprises.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

The most notable price changes during the week have taken place in quotations on linseed oil. Although the demand for oil is very quiet, prices advanced rapidly, following the rapid advances in the flax markets. In the metal markets nearly all metals have advanced during the week. This advance is not caused by the local demand, as it is very light at present. Considerable speculation exists as to how the tariff changes, if any are made, will affect the hardware trade. Firms handling large quantities of glass appear to be particularly interested. An article, on the tariff changes, in last week's issue of Hardware and Metal has created a great many enquiries, as it was the first intimation given out by any trade paper that there is a possibility of a change taking place. Spring booking is proceeding fairly well. Reductions in the price of some lines are expected while on others higher prices are predicted. Business is seasonably quiet. In the industrial centres a great many factories are only running short time. A great many firms are still stock-taking and it is generally believed that stocks are comparatively light.

MONTREAL.

MONTREAL, Jan. 21. — Business continues in fairly good volume, but the orders are for the most part of the sorting order and not heavy. They are confined to general lines for outside points in Ontario and Quebec; city and Western business continues dull. Movement is hardly so satisfactory as a week ago and on the whole below the normal, although holding up in the departments which show demand. Dealers consider they have little to complain of under the existing conditions. Collections in country districts of the East are fair, although there is some complaint that farmers are not getting prompt pay-

ment for their wood; cities are very slow and the West is bad. In building materials and in the metals business is quiet and seems likely to continue so. Metals are firm in price with the exception of lead and advances are noted for copper and spelter, with tin also a shade higher. Market is very hard to follow on account of war conditions. Prices for pipe are to be revised, and, although changes will not be material, they will be in the upward direction owing to increased cost of production, and it is understood that the discounts are to be eliminated, which will simplify the quotations. Dealers are revising all cutlery prices with advances that average about ten per cent.

The Metals.—The whole situation continues as a puzzle to the trade. With the exception of lead, all departments show firmness. In London there is a continued advance in values which is difficult to understand, unless there is an underlying feeling that the war may end sooner than the outward state of affairs would indicate. Of course there is the fact, too, that war prices prevail and that Governments are not haggling over trifles in the way of cost at a time like this. On the other hand there is much to indicate weakness in the near future in the United States, and the fact that there is strength in Canada would rather seem to indicate that we are still following the Americans up and have not yet reached the top. In all departments

it is the latter market rather than London which Canada follows; lead formerly was controlled by English dealers but a change took place in this regard some months ago.

Tin.—The situation is firm despite a weak feeling throughout the trade in the United States. In London there is a continued demand at higher prices indicating that there are urgent war needs. Here prices are fairly steady.

Copper.—An advance of half a cent—from 14c to 14½c—has been made in this market and the situation is very firm; so far the increase only applies to ingot, but there are likely to be other changes. The London market is on the up grade, largely on the strength of sales to Russia and Japan. In the United States it is recognized that the present price is the result of restricted production and for that reason the situation is being watched closely. With increased production there would probably be a decline, as consumption has fallen off with the exception of this export war business.

Solder.—With tin firm there is a strong market but it is noted that the consumption is small and evidently buyers are holding off for what small supplies they need or else have stocks on hand. Half and half 22c, wiping 20c, commercial 19c.

Other Metals.—An advance of ¼c is noted in spelter. The situation in the United States would indicate that this market has followed copper on the understanding that purchases of spelter are sure to coincide with those of copper for export. The antimony market is inclined to advance on strength abroad and the quotation is very firm. Lead is at the same price as last week, but continues weak.

Bar Iron and Steel.—The hardware trade finds little demand for these materials; they are practically dead. Prices are firm with the base for bar iron at \$2.

Galvanized Sheets.—Movement continues in narrow channels with the prices very firm in view of the high prices of spelter and other materials.

Nails.—Booking orders are fairly satisfactory, but the movement for present consumption is very small. Prices are

MONTREAL QUOTATIONS.

Tin	37c to 38c
Spelter	61½c
Copper	14½c
Lead, Trail, cwt.	\$5.00
Lead, Imported, cwt.	\$5.00
Antimony	17½c
Solder, ½ x ½	22c
Wiping Solder	20c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.15 base
Cut Nails	\$2.50 base
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp	11c base
Sisal	9½c base
Lath Yarn	8¾c base

TORONTO QUOTATIONS.

Tin	36c lb.
Copper	14½c-15c
Lead	5c lb.
Spelter	6¾c-7c
Antimony	18c lb.
Aluminum Ingot	22c lb.
Aluminum Pattern	23c lb.
Solder, ½ and ½	22c lb.
Wire Solder	26c lb.
Wiping Solder	19½c lb.
Tinker's Bar Solder	26c lb.
Wire Nails	\$2.05 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9½c base

firm with \$2.15 as the base for wire and \$2.50 for cut.

Iron and Lead Pipe.—Prices remain firm but a change is expected by next week. This will be a general readjustment, with the elimination of the present system of discounts. The change will be generally welcomed by the trade. Some slight changes in an upward direction may be looked for but these will not be material. Strength is due to increased cost of production with smaller volume of business; also the situation in materials.

Bolts and Screws.—Demand is fairly steady and the market is very firm on the quotations shown in Current Market Quotation pages.

Rope and Twine.—Bookings for spring continue good in the lines required for farm business. Some changes in the prices of binder twine are to be expected, probably downward.

Wire Fencing.—Future outlook continues good and bookings for spring both

for fencing and for poultry netting are heavy.

Builders' Hardware and Materials.—There is little to be said here. It is generally known that construction programs are showing little indication of activity for the coming season and the demand is therefore very small; there is practically no movement whatever.

Stoves and Furnaces.—Here there is practically no movement for the time being and dealers are interested in what next month may bring as there is usually some revival at that time.

Kitchen Utensils.—Business in country lines continues good, but city demand is weak. Makers are waiting with interest an announcement regarding tariff changes which will affect prices. Situation is generally firm on upward trend of metal materials.

Cutlery.—Cutlery prices are being revised with a general advance over all lines. This will amount to about ten per cent. Situation is that with German goods out of the market there is a shortage in sight and preparations are being made for it.

Seasonable Lines.—Business is generally of the sorting up variety but a better movement of shoe calks and of maple utensils is noted.

TORONTO.

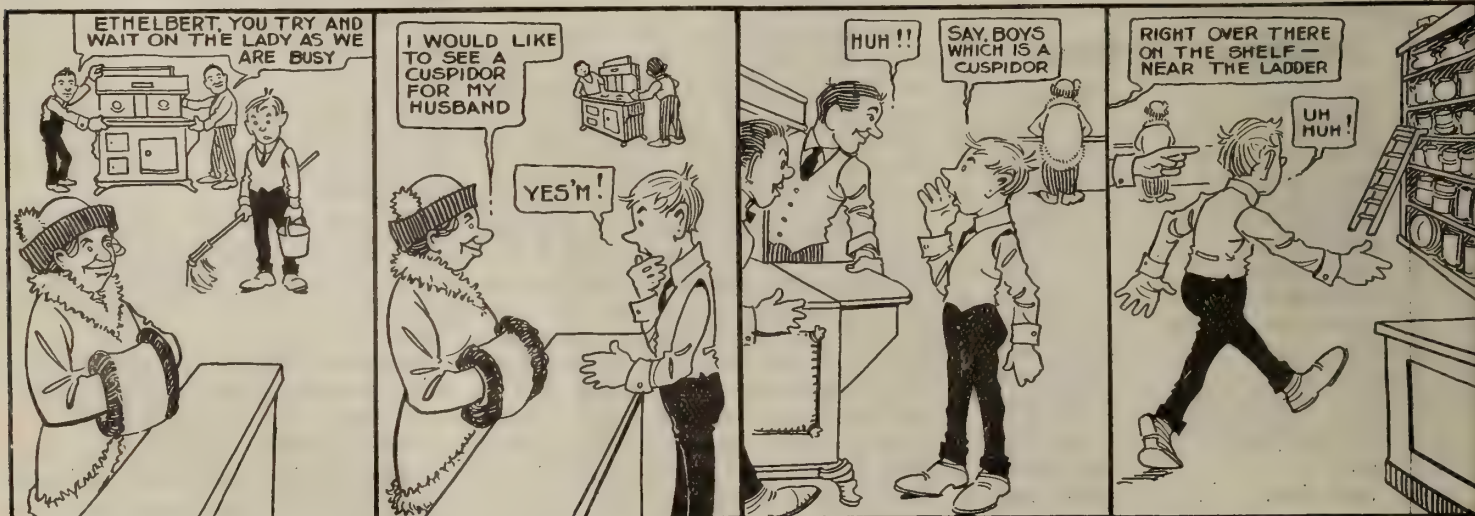
TORONTO, Jan. 21.—Business in the hardware trade has shown some improvement since the beginning of the year, but conditions can hardly be called normal, taking it all round. The city trade is distinctly quiet, but there is a fair volume of business coming from the country districts, although probably not so much as usual. A factor which is having a somewhat unsettling effect in business circles is the expectation of a higher customs tariff. There is some speculation as to the

means to be employed to meet the need of increased revenue consequent on the heavy demands on the Dominion Treasury for outfitting the overseas contingents and other purposes. The decrease in revenue from customs receipts will also have to be allowed for in the Government estimates. The possibility of an increase in the freight rates in Eastern Canada must also be taken into account. Officials of the Canadian railways are considering the question, and it is reported that a petition will be submitted to the Dominion Board of Railway Commissioners. Increase of operating expenses and decrease in receipts are given as the reason for this action.

There are few price changes to note this week, and the market is, generally speaking, steady. It is practically impossible to obtain supplies of Russian hemp on account of the war, with the result that products made of this material have advanced in price. Cotton waste has not advanced as yet, but is expected to do so anytime. In general hardware, business is slow except in a few seasonable lines, which are moving fairly well. Builders' hardware is quiet, as there is a general dullness in the building trade. Retailers report fair business in winter sporting goods. Stoves and furnaces are slow, but heaters are moving out fairly well. There is a pretty good demand from the country trade for shelf lines. In the metal markets, the local demand is light, although improving. Copper and spelter have advanced ½c and ¼c per pound respectively, other metals being firm at unchanged prices. There is a better demand for bar iron, but the pig iron market is dull. Copper scrap has advanced ¼c per pound in sympathy with the strong copper market.

Tin.—The market has advanced in London, believed to be caused by the dif-

No. 2—Troubles of Ethelbert Evergreen, the Junior Clerk.



WINNIPEG QUOTATIONS.

Solder	25c-26c lb.
Wire Nails	\$2.50 base
Cut Nails	\$3.35 base
Pure Manila Rope—15½c lb. base	
British Manila Rope ..12c lb. base	
Sisal	10½c lb. base
Linseed Oil, Raw	77c gal.
Linseed Oil, Boiled	80c gal.
Poultry Netting	50% off
Turpentine	75c
Galvanized Iron, 28 English	
Apollo:	
Fleur de Lis	\$4.75
Queen's Head	5.10
Corrugated Sheets, 28-gauge	
galvanized	\$3.45
Glass, First Break	\$5.25
Anvils:	
Peter Wright .80 lbs. & up 12½c	
Clip Lorn	13½c
Vises:	
Peter Wright 45 lbs. & over 14½c	

faulty in getting cargoes unloaded at the docks, and also on account of Government orders. The local market is firm, but the price is unchanged at 36c per pound.

Copper.—The price of copper has advanced ½c per pound in sympathy with the London market, which is strong. The exports situation is unchanged, but large orders are being placed from customers in Europe and Russia. Production has hitherto been restricted, but on account of heavy export demand there is a possibility of the output being increased. Copper is now 14½c to 15c per pound.

Lead.—The lead market is easy, and a reaction in price is anticipated by the trade. The price is unchanged at 5c per pound.

Spelter.—The primary markets are strong, with higher quotations. The heavy exports and gradual improvement

in domestic demand account for the strength of the market. Local prices have advanced ¼c, prices now reading 6¾c per pound.

Other Metals.—The antimony market is very strong, due to increased demand, and the metal is in a strong position. The price is firm, but unchanged at 18c per pound, with the possibility of an advance. Aluminum is unchanged at 22c per pound. There is light demand for solder; prices are given in our current market quotations. The local demand for all metals is light, but is gradually improving. Prices on metals are given in the panel on preceding page.

Bar Iron and Steel.—There is some improvement in the demand for bar iron, but general conditions in the iron and steel trade show little change. The building trade is dull, and manufacturing establishments using steel products are, in the majority of cases, not working at anything like capacity. Prices are unchanged at \$2 per base.

Pig Iron.—The market is featureless, but should show signs of improvement shortly. Victoria and Hamilton brands are being quoted at \$17 per ton.

Wire.—A few spring orders are being booked for galvanized wire for fencing, and there is a steady demand for mattress wire. Prices for all lines are given in the current market quotations.

Wire Nails.—The situation is unchanged, with a fair volume of business. Wire nails are being quoted at \$2.05 base, less 2 per cent., 30 days. Cut nails are unchanged at \$2.70 base.

Iron and Lead Pipe.—Conditions affecting these lines are unchanged and business continues dull. Lead pipe is being quoted at 7½c, 5 per cent. off, and waste pipe 9c, 5 per cent. off. Quotations on iron pipe are given in our current market quotations.

Stoves and Furnaces.—There is little

movement in stoves and furnaces, this being usually the case at this time of the year.

Rope and Twine.—With the exception of Russian hemp rope, there is no change in the situation. Rope is quiet, but twine continues fairly active. Prices are unchanged, and are given in the current market quotations.

Russian Hemp Rope Higher.—The difficulty of obtaining supplies of hemp from Russia owing to the war is causing much anxiety in the trade. It is practically impossible to obtain Russian hemp now, and the present stocks of raw material may possibly be used up before the war terminates, in which case the situation will be serious unless a suitable substitute can be found. The new prices are as follows: Deep sea line, 23c; tarred ratline, 19c; tarred bolt rope, 21c per pound.

Tinners' Rivets.—A new list, which went into effect on January 1st, will be found in another column. The new prices show approximately a 10 per cent. advance over the previous list for packages only, but the discounts remain the same, and will be found in the current market quotations.

LONDON.

LONDON, Jan. 20, 1915.—Business is quiet this week, and retail merchants are finishing stocktaking and preparing to take in spring goods. Present indications are that spring trade will be fairly good. The chief feature this week is the further advance in linseed oil quotations. New prices on oil are:

Raw Linseed—

1 to 2 barrels.....	68c per gallon.
3 to 5 " 	67c " "
6 to 9 " 	66c " "

Boiled—

1 to 2 " 	71c " "
3 to 5 " 	70c " "
6 to 9 " 	69c " "

Turpentine is quoted in single barrel lots at 66c per Imperial gallon; 2 to 4-barrel lots, 65c per Imperial gallon; 5-gal. lots, 73c per Imperial gallon.

Orders for spring goods are being booked very much as usual.

Rope, Twine.

Pure Manila rope is quoted at 14c base; British Manila, 11c per lb. base; African hemp, 11c lb. base. The demand is very light at present.

Metals.

Bar iron and steel remain unchanged and are only in fair demand at present.

Half and half solder is quoted at 22c per lb.

Spring Goods.

No. 20 screen door hinges are offered at \$8 per gross. Harvest tools are quoted at 50 per cent. discount. Spades and shovels are quoted: 1st—60 per cent.;

By Tom Bunt



2nd, 55—2½ per cent.; 4th—45 per cent. Oyster shell is quoted at 60c per 100 lb., and mica grit at 55c per 100 lb.

WINNIPEG.

WINNIPEG, Jan. 21.—The week has been notable for the continued advances in linseed oil, which started about ten days ago. The product has seemed to touch a new level almost every day, and every indication is that still higher prices will be reached.

Outside of oil the market has shown only minor changes. In business generally, however, there has been a considerable improvement, and evidence is to be had that dealers are getting through their stocktaking, and are ready to place orders for goods which their recent inventory-taking has shown they will need before the spring buying commences.

At the present time there is a fair call for all spring lines, although it has to be recorded that the demand for builders' supplies is considerably lower than in former years. In the country districts, however, and in the small towns, even for this line, there is a remarkable demand.

While no change in Manila rope has been struck, the market for the raw product shows considerable weakness, and it may be that a change will come here before spring. The demand for rope does not seem as heavy as in past years. No other cause for the weak tone to the market is apparent, and there may be no change here, but indications are for lower prices towards spring.

Anvils Up One Cent.

Anvils have advanced slightly—about 1c per lb. This seems one of the advances which does not have to be credited to the war. Anvils have remained steady for over a year, and apparently this increase is more due to general higher cost of doing business than to any advance in raw materials.

The new quotations are:

Peter Wright, 80 lbs. and up, 12½c per lb.

Clip horn, 13½c.

Vises also have taken a move for much the same reason as anvils. The advanced quotations just struck are: Peter Wright solid box vises, 45 lbs. and over, 14½c per lb.

Even three years ago, when linseed oil was at a very high figure, jumps of over 11c in a week were unusual. This advance has just occurred, however, quotations having been advanced from 66c and 69c to 77c and 80c. Indeed it cannot be said, with any certainty, that the present quotations are 77c for raw and 80c for boiled. As this is written, some handlers are quoting oil at 79c and 82c.

What brought the sudden change is hard to understand, but apparently

crushers suddenly found themselves having difficulty in securing flax. The flax crop was short in the United States as well as in Canada and on the American market. Prices for flax have been going up very rapidly. This would have naturally brought about an advance on the Canadian flax market, but this advance has been made sharper by reason of exportations of Canadian flax in the last few weeks. All indications are that still higher prices will be touched. Dealers would do well to keep their supplies at a reasonably high point.

The Effect on Paint.

When it is considered that lead and zinc are both high at the present time, the materially advanced prices on linseed oil might make it appear that an

TINNERS' RIVETS

Flat Head.

Size.		In Packages of 1000.		In 10 and 5-lb. boxes
		Black	Tinned	
8	ounce	\$0 22	\$0 31	\$0 42
10	"	0 24	0 35	0 38
12	"	0 26	0 39	0 35
14	"	0 28	0 43	0 33
1	pound	0 29	0 47	0 30
1½	"	0 32	0 54	\$ 27
1½	"	0 37	0 64	0 26
1¾	"	0 41	0 72	0 25
2	"	0 44	0 79	0 24
3	"	0 56	1 00	0 24
3	"	0 62	1 15	0 23
3½	"	0 72	1 34	0 23
4	"	0 79	1 49	0 22
5	"	1 00	1 88	0 22
6	"	1 12	2 17	0 21
7	"	1 31	2 54	0 21
8	"	1 50	2 90	0 21
9	"	1 68	3 26	0 21
10	"	1 77	3 52	0 20
12	"	2 06	4 16	0 19½
14	"	2 40	4 85	0 19½
16	"	2 77	5 57	0 19½
18	"	3 15	6 20	0 19½
20	"	3 50	6 90	0 19½

Net Extras.—For tinning other than M packages, add 4½ cents per pound.

List Rebates.—For 25 and 50-lb. boxes of one size, deduct 2 cents per pound. For 100 and 200-lb. kegs of one size, deduct 4 cents per pound.

advance in paint will be necessary. Careful enquiry, however, seems to indicate that no such advance will come at least until well on in April, and dealers will be able to keep their spring orders at the present quotations. After April or early May, however, an advance is practically certain to take place unless there are declines in some of the raw products.

Dealers might well make a note to carefully go over their paint stocks—determine what they need for their spring business, and place an order for this probably by the 1st of April.

THE TURPENTINE INDUSTRY.

A committee of turpentine men from various parts of the South recently called upon Senator Hoke Smith of Georgia, Bryan of Florida and other representatives of the southern states in the interests of the turpentine industry, which

has been badly crippled by the European war. A meeting will be held in Montgomery, Ala., in the near future which will be attended by representatives of naval stores factors and producers of the South. At this meeting final plans will be made to meet the situation. A general meeting will also be held and this one will be attended by representatives of every state in the South, from the Carolinas to Texas.

GOSPEL OF CHEERFULNESS.

Every optimist in Canada ought to take a pessimist in charge. The cheerful man should gently lead the disciple of calamity to some quiet corner, and there impart to him as kindly as the only true optimist can, the knowledge that this country will still be distinctly visible on any good map of the world when peace is concluded in Berlin. The pessimist is not a thinker and his imagination flourishes only in grooves of gloom. It is necessary that he be trained to walk upright in the sunshine among the people who are adapting themselves to new conditions before he can be expected to shake off his adopted convictions and take his proper place in the daily toil of the nation. The national machinery in this country did not stop when the first German goose-stepped across the borders of Belgium. Canadians did not take to their cellars nor cease to eat as usual. Neither did the products of the fertile fields of Canada disappear from the bins and the elevators or the livestock perish on the hillsides. Few manufacturing plants of consequence had to close because of the inauguration of hostilities and those that did will be started again before long. Admittedly, the war has disturbed business, but not beyond the possibility of rapid and efficient adjustment, and those adjustments have in large measure been already achieved. As the first shock is always the hardest to bear, it is reasonably safe to assume that the problems of the future will be as capably handled and that day by day the nation will progress to a position of steadiness and contentment.

DEVELOP BUSINESS.

(Continued from page 37.)

poorer quarters received your support? How often has some tactful word dropped to the proper man at your lodge started him thinking about the erection of his own buildings to house his business, with a consequent job for you.

To how many real estate operators are you furnishing free consultation on practical building problems?

Why, man, there are a thousand ways to work up new, more, and profitable business.

Admit it—have you really scratched the surface yet?

MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA

To build a successful business on a basis of permanence and profit, it is absolutely necessary to supply your customers with **quality goods** which will surely satisfy and retain their confidence, thus assuring repeat orders, increased business, more profits. Martin-Senour Paints and Varnishes have that essential quality.

Our Dealer Agents Vouch for it.
Users positively Know it.
Time has surely Proven it.
We fully Guarantee it.

The Martin-Senour exclusive agency is a valuable asset.
Would you like to have the plan laid before you for consideration?



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO



THE FIRST LINE OF DEFENCE

against decay is paint, of some sort. The better the paint the more secure and lasting is the defence.

Jamieson's Pure Prepared Paints

possess wearing qualities that will make them pre-eminently satisfactory to your customers because of the many long years of experience which each drop represents.

Agencies open? Yes, a few. Write us.

R. C. JAMIESON & COMPANY, LIMITED

Established 1858

Montreal

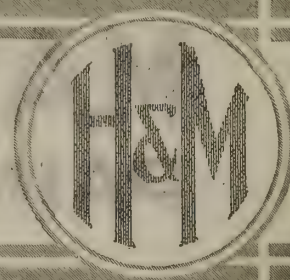
Vancouver

Owning and operating P. D. Dods & Co., Limited

Makers of Jamieson's Pure Prepared Paints.



Weekly Paint Markets



MONTREAL.

MONTREAL, Jan. 21.—The paint situation in general shows little change, although there has been an improvement in immediate orders considering the season and conditions, while the spring booking is considered as satisfactory. Taken altogether, the trade has little to complain of with the exception of the falling-off in business in Western Canada and the weakness of some lines which depend upon the manufacturing trades. Linseed oil is the feature of the market, there being a further advance of 5c to 6c a gallon; the increases are so rapid that it is difficult to put the quotations on a solid footing. The situation is still very strong, and crushers are predicting further advances. Otherwise prices are without change, although generally firm. Tariff changes are being awaited with interest, especially in relation to glass.

Linseed Oil.—The trade has seldom seen a more active market than during the last week so far as prices are concerned, although the consumption is not heavy, and the whole business is being handled on a hand-to-mouth basis so far as possible with all placed business at future prices. Oil has been following the flax market closely, and although the advance during the week is 5c to 6c a gallon, the crushers state that owing to the position of flax other advances may be looked for in the near future—perhaps before the end of the week. Dealers have followed the crushers closely; the latter quote 67½c and 70c as compared with 62c and 64½c of a week ago, which is an advance of 5½c, while the former are at 68c and 71c as compared with 62c and 65c, which is a change of 6c. At the same time the tendency is upward on these prices, and some sources are quoting as high as 69c and 72c.

	Raw.	Boiled.
1 to 2 barrels	67½c 69c	70c 72c
3 to 5 barrels	66½c 68c	69c 71c
6 to 9 barrels	65½c 67c	68c 70c
10 barrels and more	65c 66½c	67½c 69½c
5-gal. lots	72c 73c	74c 76c
5-gal. cans, 50c each; 10-gal. cans, 75c each.		

Gasoline and Benzine.—A heaviness in the movement of gasoline in large quan-

ties and difficulty on the part of dealers in stocking at this season has resulted in refiners reducing the price on tank wagon orders under 100 gallons to the former 100-gallon price, which means a change in the scale of ½c, but which will have a more general effect in reducing orders rather than cost. The demand is only fair even for the quiet season. In drums, 15c gal.; tank wagon, 13½c. Benzine in wood, 18½c; in steel, 15c. Canadian oil, 13½c; American oil, 17c.

Turpentine.—Although the market is reported as being firm, and while the prices have not generally changed from last week, with 65c generally quoted as a base, it is significant that there are still prices of 63c heard, which indicates that the dealers are not holding together.

	Per gal.
½-bbl. lots	66½c 68c
1-bbl. lots	63½c 65c
2 to 4-bbl. lots	62½c 64c
5 to 10-bbl. lots	61½c 63c

Glass and Putty.—The glass situation is without change, prices being firm and demand slow. Interest is still being felt in the expected tariff developments, but there is nothing new in the gossip. Putty holds firm on a slow demand.

White Lead.—Firm tone to the market continues without change, with the prices remaining at \$8.40 and \$8.65 for less than ton lots for pure grades.

TORONTO.

TORONTO, Jan. 21.—Seasonable business is the best term to use in describing conditions in the paint trade this week. Some paint people say the country trade is very little behind last year, and that the city trade is quiet. Spring orders are coming in fairly well, but a tendency to hold back is noticeable. Business has improved slightly since the beginning of the year, but collections are slow.

Linseed oil is again the feature of the week, having advanced 4 cents a gallon. The high price of flax seed is the reason for this, and further advances may be expected, although the demand for oil is light. Turpentine is firm, but business is slow. A new schedule of prices for Paris green, to be issued shortly, will be the same as 1914. There is no change in the glass, although any change in the

tariff would affect the situation. Mixed paints and white lead are unchanged. There is a fair demand for coal oil and gasoline, but benzine is dull.

Linseed Oil.—Prices continue to advance, and are expected to go considerably higher. Jobbers claim that even at present prices oil is selling too cheap to be profitable, considering the price of seed, which is still going up. Business is light, notwithstanding the inducement to buyers that the prospect of higher prices in the future might offer. Crushers are making profits from oil cake, which helps to make up for the small margin on oil. There is a prospect of an improvement in business, which will tend to help prices upward. Oil has advanced 4 cents, and is now being quoted in Toronto as follows:

	Raw.	Boiled.
Single bbls.	68	71
3 to 5 bbls.	67	70
6 to 9 bbls.	66	69

Turpentine.—The market is firm and prices unchanged. No new turpentine is being received at Savannah, and all orders are being shipped from stock. The season opens in March, when the farmers will resume operations. The demand is light, but prices are firm as follows in Toronto: Single barrels, 66c; 2 to 4 bbls., 65c; 5-gallon lots, 73c per Imperial gallon.

Paris Green.—A new price list of Paris green will be issued shortly. The prices and conditions will be the same as the 1914 schedule.

Gasoline.—A new arrangement has been adopted for the price schedule in the current paint market quotations. The new arrangement reads now as follows:—Any quantity in barrels 18c and 40-gallon drums 15c per gallon.

Glass.—Considerable speculation exists as to the probability of a higher tariff, but in the meantime the following quotations are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20 per cent.; 5,000 to 10,000 ft., 25 per cent.; 10,000 and over, 30 per cent. Points east of Port Hope up to 5,000 ft., 25 per cent. and over 5,000 ft. 30 per cent. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

The Psychology of The Purchase

Consider this:

First comes the need, the desire.

Because of the desire to fill this need the results of the purchase are of vital interest to the purchaser—he is the keenest observer, making deductions that are inevitable and indisputable.

The failure of the article to satisfy signs the death warrant of goods of inadequate quality, likewise of the standing of the merchant who recommended them.

One such experiment in buying remains in the memory of the buyer as futile and wasteful.

He is wary next time almost to suspicion, and is ready even, if necessary, to pay more, remembering his last experience.

The product he now buys must be guaranteed.

IT STANDS ALL TESTS? All being right, he takes credit to himself for his wise purchase, and acclaims the virtue of the goods as his own.

He is constrained to advertise his success in his new purchase—proudly and with enthusiasm.

Generously he shares his knowledge with his neighbors and adds his personal weight to the makers' guarantee of the goods, and almost insists that they too should not risk buying a poor article.

He speaks highly of that merchant who sold the article, and does not rest until all in his environment are acquainted with the merits of HIS new discovery.

Thereafter all competing products are non-existent to him—he will have none of them, and rests satisfied and convinced as to the policy of buying a good article.

SUCH, IN SHORT, IS THE LIFE HISTORY OF THE
GROWTH OF THE SALE OF BRANDRAM'S B.B.
GENUINE WHITE LEAD, AND EVERY MERCHANT
IN CANADA WHO SELLS WHITE
LEAD SHOULD CONSIDER THIS MAT-
TER AND STOP AT NOTHING
SHORT OF SELLING THE
VERY BEST LEAD ON
THE MARKET.

BRANDRAM'S B. B. GENUINE WHITE LEAD

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

A
ALUMINUM.
Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.
"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 20; 22 short rifle and 22 long rifle, smokeless, 30 and 6. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b., any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 30 days net.

Shot standard, 100 lbs., \$15. 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.
Cookson's or Hallett's 17 50 18 00

ANVILS.
Buckworth, per lb. 0 10½

AUGERS.
Ford's auger bits, 30 and 10 p.c.
Irwin's auger, 45 p.c.
Gilmour's auger 70 p.c.
Rockford's auger, 50 and 10 p.c.
Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.
Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.

No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

B
BABBITT.
Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminum, Mogul, No. 0, 1, 2, 3 and 4. Prices 6c to 60c lb.

Thomas Robertson & Co., Ltd.
—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooner's Copperline, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).
Extra, 50 and 10 per cent.
Standard, 60 per cent.
Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.
Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½%
Machine Bolts, ¾ in. dia. and smaller, 70 and 5%
Machine Bolts, 7-16 in. dia. and larger, 60 and 5%
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%
Coach and Lag Screws, 75 and 5%
Skein Bolts, 75%
Square Head Blank Bolts, 60%
Bolt Ends, 60 and 5%
Plow Bolts, 55, 10 and 5%
Elevator Bolts, 60 and 5%
Fancy Head Bolts, 50 and 5%
Shaft Bolts (\$3) list, 50 and 10%
Step Bolts, large head (\$3) list, 50 and 5%
Whiffletree Bolts, 50 and 5%
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4¼c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½%
Tire Bolts, 75%.

BRASS. Per lb
Springs, sheets, up to 20 gauge 0 25
Rods, base ¾ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.
Plated, bower barff and nickel, No. 241, 45%
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%
Wrought steel fast joint and loose pin, 70 and 5%
Crescent brands, 70%.

BARS (Clothes).
3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).
30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE. Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).
Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 10 00

BOARDS (Wash). Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 60
Diamond King (Glass) 3 75
Western King (Enamel) ... 3 50
Beaver (Brass) 3 50

BRUSHES.
Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C
CANS.
Milk cans and pails, 35%
Creamery cans, 35 and 12½%
Railway cans, 40 and 12½%
Hand, delivery and creamery cans, 35%
Cream cans, 35 and 12½%; with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 20%.

Common, cork-lined, 3 per cent.
Cans, jacketted.
1 gal. jacketted, per doz. .. 2 70
2 gal. jacketted, per doz. .. 3 60
3 gal. jacketted, per doz. .. 4 20
5 gal. jacketted, per doz. .. 4 60
10 gal. jacketted, per doz. .. 8 40

CEMENT AND FIREBRICK.
Less than carload lots .. 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bricks, English. 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English. 17 00 21 00
Fire Brick, Am., low. 23 00 25 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).
1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04
CEMENT, ROOFING. Per gal.
Roofing cement (in bbls.) 0 17
Cement (in 5 and 10 gals.) 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.
Carpenter, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross ... 2 40 6 75
Crayons, per gross.. 0 20

CHISELS.
Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. ... 2 50

CHAIN.
Proof coil, per 100 lbs., ¼, \$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16, \$4.05; ½, \$3.80; 9-16, \$3.80; ¾, \$3.65; ¾, \$3.60; ¾, \$3.40; 1, \$3.20.

Electric Weld Coil Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ¾ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston, and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).
Eureka Electric, each \$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner 6 50
Cadillac Electric, Model C. 18 00
Cadillac Electric, Model D 20 00

COMPOUND.
Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case .. 6 75

COPPER. Montreal Toronto
Casting ingot \$14 50 \$14 00
Bars, ½ to 2 in. 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned 14x60, 14 oz. 25 50 30 50
Copper sheet, planished, 14 x 60 base 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).
No. 5, Special 0 50
No. 6, lb. 0 25½
No. 7, lb. 0 24½
No. 8, No. 9, No. 10, No. 12 0 24

CRATES.
Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.
Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets. 3 85 4 00

Galvanized.
Apollo D. Crown Gorbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous— Per box
I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 9 50

CHARCOAL TIN PLATES.
Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50
"Allaway's Best" Standard Quality.
I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.
Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin ... 9 40

COKES BRIGHT.
Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES. 7½c per lb
CLOCKS, ALARM.
Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS. 4½c per lb.

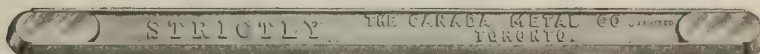
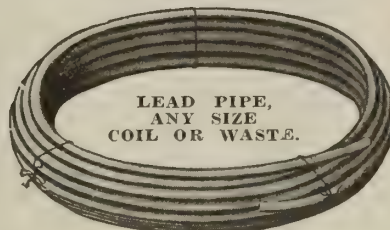
D
DRILLS.
Bit Stock Drills. 60 and 5 p.c.
Wood Drills, 35 p.c.
Straight Shank Drills, 50 and 10 per cent.

MADE IN CANADA

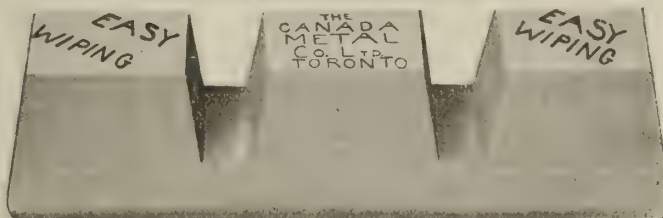


Harris Heavy Pressure
The Babbitt Metal
"WITHOUT A FAULT"

WRITE FOR CATALOGUE "A"
MAILED FREE.



STRICTLY SOLDER IS A FAVORITE.



EASY WIPING SOLDER.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

RAMSAY'S PAINT

THE COMPLETE LINE

"Made in Canada"

Under the trade-mark of this house—which has been established since 1842, is manufactured everything for the use of the painter or the man who does his own painting.

Ramsay's Ready-Mixed Paints are Dominion-standard—they cover the most area—give unusually long wear—and make a friend of every user you sell them to.

Write us for prices on your requirements.
"The Right Paint to Paint Right."

A. RAMSAY & SON CO.

Montreal



DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14 x 20 base ... 7 00 7 00
1 X, 14 x 20 base ... 8 25 8 25
1 N X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double		Standard	
29 in.		Single	
7 oz. ... 0 17½	6 oz. ... 0 11½		
8 oz. ... 0 19½	7 oz. ... 0 13		
9 oz. ... 0 21	8 oz. ... 0 14½		
10 oz. ... 0 24½	9 oz. ... 0 16½		
12 oz. ... 0 29½	10 oz. ... 0 18		
15 oz. ... 0 36½	12 oz. ... 0 21½		
	15 oz. ... 0 29		

Standard, Single Filled, 36-inch.
7 oz. ... 0 17 10 oz. ... 0 23½
8 oz. ... 0 19 12 oz. ... 0 28½

F**FILES AND RASPS.** Per cent.

Disston's ... 75
Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 66 2-3
Delta Files ... 66
Nicholson ... 66½
Jowett's (English list) ... 27½
Spear & Jackson (Eng. list) ... 35
Globe ... 75
Hellers ... 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STAIL. Doz.
Hollow ... 0 81
Solid ... 1 85

G**GALVANIZED WARE.**

Dufferin pattern palls, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE. Montreal.

Single bbls., per bb ... 18½
Three bbls. and over ... 18

Any quantity, in bbls. ... 18
Drums 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.
Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ¾-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL)

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5 lbs. and over ... 0 06
Napping, up to 2 lbs. ... 0 09

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 20 per cent.

Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger, full set ... 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track. Special.

Zenith ... 9 00
Atlas, steel covered ... \$5 25
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00

Double strap hangers, doz. sets ... 6 50
Standard, jointed hangers, doz. sets ... 6 45

Steel King hangers, doz. sets ... 6 40
Storm King and safety hangers ... 5 75

Storm King rail ... 4 25
Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50

Chicago Friction, Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25
Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw
No. 1 ... 13 13 15 10
No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured ... 0 12 0 13½
Usual 2 lbs. tare.

Horsehide, with mane and tail, up to ... 3 75
Sheep skins, up to ... 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.
HEAVY TEE AND STRAP HINGES. Tee. Strap. Tee.

4 in., doz. prs. ... \$1 03 \$0 87
5 in., doz. prs. ... 1 25 1 00
6 in., doz. prs. ... 1 35 1 03
8 in., doz. prs. ... 1 84 1 38

10 in., doz. prs. ... 3 24 2 27
12 in., doz. prs. ... 4 03 3 73
14 in., doz. prs. ... 4 50 4 00

Heavy tee and strap discount, 40-10 per cent.
Light tee and strap discount, 70 per cent.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. ... 5 00
Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ¾ in., per lb. ... 5½
Extra hooks for above, ¾ in., per lb. ... 5½
Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, \$18.00; No. 10, \$19.50; No. 20, \$25.00; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, \$12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 per cent.

Garden City fire house hinges, 12½ per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3¼-lb., \$4 doz.

HOOKS, GRASS. English Fox
No. 2, per doz. ... 1 60 2 50
No. 3, per doz. ... 1 70 2 90
No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.
Eureka, doz. ... 1 80
Cyclone, doz. ... 2 40
Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "N L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "N L" steel shoes, leather weight pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70' 10 p.c.
Corrugated, 1½ in., ft. ... 0 11
Corrugated, ¾ in., ft. ... 0 14½
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

	Montreal	Toronto
Angles ... base	2 50	2 50
Common bar, per 100 lbs.	2 05	2 00
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lbs.	2 40	2 40
Mild steel ...	2 25	2 00
Sleigh shoe steel ...	2 25	2 25
Domestic ...	2 30	2 00

Reeled machinery steel ... 2 75 3 00
Tire steel ... 2 35 2 20
Sheet cast steel ... 0 15 0 15
Toe calk steel ... 3 10 3 15

Mining cast steel ... 0 07½ 0 07½
High speed ... 0 65 0 65
Cammell Laird ... 0 15

Black Diamond tool steel ... 0 08½ 0 08½
Silver tool steel ... 0 13½ 0 13½

Cold Rolled Shafting.
9-16 to 11-16 inch ... 0 06
¾ to 1-7-16 in. ... 0 05½
1-7-16 to 3 inch ... 0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.
72x30 up to 24 gauge, case lots ... \$9 50
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case lots ... 10 00 extra.

IRONS (SAD).
Mrs. Potts, No. 55, polished, per set ... 0 78
Mrs. Potts, No. 50, nickel-plated, per set ... 0 85
Mrs. Potts, handles, Japaned, per gross ... 9 00
Sad irons, common, plain ... 5 00
Sad irons, common, plated ... 5 50
Asbestos, No. 70, per set ... 1 50
Asbestos, No. 90, per set ... 1 20
Princess Electric, each ... 3 00
Ideal Electric, each ... 2 55
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each ... 3 25

LADDERS, ETC.
(Step Ladders).
Shelf-lock ... 12c ft.
Ontario ... 16c ft.
Faultless ... 20c ft.
Extra Heavy ... 28c ft.
Hercules ... 23c ft.
Decorator ... 18c and 20c ft.
Perfect ... 22c ft.
Chair Ladders, each ... \$2 60

(Roped Extension).
20 ft. ... \$3 00 42 ft. ... \$7 95
22 ft. ... 3 30 44 ft. ... 8 30
24 ft. ... 3 60 46 ft. ... 8 74
26 ft. ... 3 90 48 ft. ... 9 12
28 ft. ... 4 20 50 ft. ... 9 50
30 ft. ... 4 50 52 ft. ... 11 41
32 ft. ... 4 80 54 ft. ... 11 88
34 ft. ... 5 78 56 ft. ... 12 80
36 ft. ... 6 12 58 ft. ... 12 76
38 ft. ... 6 46 60 ft. ... 13 20
40 ft. ... 6 80

(Common Extension).
20 ft. each ... \$2 60
22 " ... 2 86
24 " ... 3 12
26 " ... 3 38
28 " ... 3 64
30 " ... 3 90
32 " ... 4 16
34 " ... 5 10
36 " ... 5 40
38 " ... 5 70
40 " ... 6 00
44 " ... 7 48

(Common Single).

Fruit picking ladders, long nose, same price as common
22 ft., each ... 2 64
16 ft., each ... 1 76
14 ft., each ... 1 54
12 ft., each ... 1 20
single ladders; sort nose, 1c per 18 ft., each ... 1 96
20 ft., each ... 2 40
foot additional.
8 ft., each ... \$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet, plain, per doz., \$4.75; all brass, per doz., \$10; all brass, nickel-plated, per doz., \$15.

Banner Buggy ... 10 75
Banner Junior ... 11 75
Trulite ... 7 00
Wrightlights ... 7 00
Beacon ... 7 00

No. 2, or 4, plain cold blast ... 7 00
Short globe, pattern ... 7 00
Cold blast, Japaned ... 7 00
Brass, well Japaned ... 9 25
All brass ... 24 00
Little Bobs A.C., doz. ... 1 90

LANTERN GLOBES.

Cold blast, short ruby ... 1 76
Cold blast, common ruby ... 1 60
Cold blast, short ... 0 65
Cold blast ... 0 50
Prism globes ... 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. ... \$3 30
No. 34, per doz. ... 11 80
No. 34X, per doz. ... 11 80
No. 37, per doz. ... 13 40
No. 042, per doz. ... 15 25
No. 42, per doz. ... 16 25

LATHS (METAL). Per sq. yd.
26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath ... 0 17
32-gauge, galv. metal lath ... 0 19

LEAD. Montreal Toronto
Trail, 100 lbs. ... 500 5 00
Lead Wool, 8c lb.
Sheets, 2½ lb. sq. ft. 7 50 7 50
Sheets 3 lb. sq. ft. 6 75 6 75
Sheets, 3½ lb. sq. ft. 6 62½ 6 60
Sheets, 4 to 6 lbs. sq. ft. ... 6 50 6 50
Cut sheets, ¼c per lb. extra.
Cut sheets to size, ¼c per lb extra.

LEVELS. Per doz. Rabone's.
1369x12, Boxwood ... 4 00
126x9, Walnut pointed ... 4 50
1628x12, Rosewood ... 7 50
104x24, Triple stock (net). 21 00
104x27, Triple stock (net). 22 00
104x30, Triple stock (net). 23 15

LINES, PLOUGH.
Russia snap, per gross ... 33 00
Indian snap, per gross ... 27 00

MACHINES (WASHING). Each
Canadian ... \$5 00
Dowsell ... 5 00
Hamilton ... 5 75
Re-Acting ... 7 50
Snowball ... 8 00
Noiseless ... 8 25
Sunlight ... 8 75
Momentum ... 8 75
New Century, style "A" ... 9 00
New Century, style "B" ... 10 00
New Century, Power, style "D" ... 24 00
New Idea, style "B" ... 11 00
Playtime, engine drive ... 11 00
Ideal Power ... 16 00
Seafam, electric ... 60 00
Seafam, engine drive ... 25 00
New Idea, electric ... 80 00
Sunshine ... 4 50
Popular, No. 1 ... 5 25
Economic ... 6 00
Champion ... 9 00
Excel-All ... 11 00
Blue Bell, without stand ... 9 00
Puritan Water Motor, complete ... 16 00
Hydro, One Tub, engine drive ... 26 00
Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

Stephenson Washers, \$6 net.

Pumps that Carry Good Will

Dealers that sell McDougall's "Are-macdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal —
hand fitted valves —
air-tight — strong —
lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

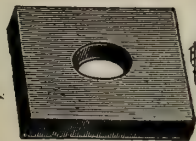
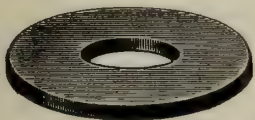


WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

Wrought and Steel Plate WASHERS

of all descriptions



Annealed
Rivet Burrs

Felloe Plates

Sheared and
Punched Plates

Round & Square
Plain or
Galvanized

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.



Sell The Varnish That Won't Wear White

Sell your trade a floor varnish that won't wear white or mar under the tramping of many feet or the romping of little kiddies at play.

Liquid Granite, made by Berry Brothers, is that kind of a varnish. It gives floors and other interior woodwork a tough, elastic surface that will not crack, check, or wear white under hard usage. Nor will the hottest water turn

Liquid Granite

white. Wood finished with it may be frequently scrubbed with soap and hot water without any harmful effect.

Liquid Granite, like all other products of the house of Berry Brothers, is a high quality finish—a quality that is the result of over 56 years' experience in the manufacturing of high-grade varnishes.

Send for your supply of Berry Brothers dealer "sales helps." Get ready for the spring varnish trade in your town now. Put in a "Berry" window or two and boost your varnish sales.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Walkerville

Ontario



MALLETES.		Per doz.
Tinsmiths', 2½ x 5½ in.	1 65	
Carpenters', round hickory.	1 95	
Lignum Vitae, round, 5 in.	2 40	
Caulking, No. 8, oak.	15 00	

MANGLES.		
Victor, each	\$14 25	
Woodyatt, each	6 60	

MIRRORS, FRAMED.		Doz.
Size glass, 4 x 6	1 00	
Size glass, 5 x 7	1 25	
Size glass, 6 x 9	1 60	
Size glass, 7 x 9	1 75	
Size glass, 8 x 10	2 00	
Size glass, 9 x 12	2 60	
Size glass, 10 x 14	3 10	
Size glass, 10 x 17	3 75	

MOPS.		
Mops, O-Cedar, doz.	\$12 00	
S. W. Mops, doz.	3 25	
New Wizard, small, doz.	8 00	
New Wizard, large, doz.	10 00	
Mop sticks, doz.	1 10	
Cast head mops, doz.	1 35	
Crescent, doz.	1 50	
Crank wringing, doz.	4 75	
Extra Cloths.		
Challenge, doz.	2 10	
Woven, cloths, doz.	1 85	

NAILS.		
Standard, steel-wire nails.		
Toronto, \$2.05 base; Montreal,		
\$2.15 base; London, \$2.05 base.		
Cut nails — Montreal, \$2.50;		
Toronto, \$2.70; London, \$2.70.		
Miscellaneous wire nails, 75%.		
Coopers' nails, 33 1-3%.		
Pressed spikes, ½ diameter,		
per 100 lbs., \$3 base.		

NAILS (HORSE SHOE).		
Capewell.	Per box	
No. 4, in 25-lb. box	\$3 75	
No. 6, in 25-lb. box	3 50	
No. 7, in 25-lb. box	3 25	
No. 8, in 25-lb. box	3 25	
No. 9, 10, 11 and 12, in 25-lb. box	3 00	
Less 10 and 5 per cent. off.		

NAILS (HORSE).		
M.R.M. cold forged process		
list, 10th January, 1912.		
Size.	Length.	Prices per 25-lb. box.
No. 3, 1½-in.		\$4 10
No. 4, 1½-in.		3 75
No. 5, 1½-in.		3 50
No. 6, 2-in.		3 10
No. 7, 2½-in.		2 90
No. 8, 2½-in.		2 75
No. 9, 2½-in.		2 60
No. 10, 2½-in.		2 50
No. 11, 3-in.		2 45
No. 12, 3½-in.		2 45

NETTING, POULTRY.		
2 in. mesh, 19 w.g., 50-10-5% off;		
1½ in. mesh, 50-10-5% off.		

NET PRICES ON SMALL SIZES POULTRY NETTING.		
½ in. x 22 ga. x 12-in., roll.	\$3 00	
½ in. x 22 ga. x 18-in., roll.	4 30	
½ in. x 22 ga. x 24-in., roll.	5 65	
½ in. x 22 ga. x 30-in., roll.	6 90	
½ in. x 22 ga. x 36-in., roll.	8 20	
1 in. x 20 ga. x 12-in., roll.	1 50	
1 in. x 20 ga. x 18-in., roll.	2 10	
1 in. x 20 ga. x 24-in., roll.	2 70	
1 in. x 20 ga. x 30-in., roll.	3 25	
1 in. x 20 ga. x 36-in., roll.	3 80	
1 in. x 20 ga. x 48-in., roll.	5 10	

OAKUM.		Per 100 lbs.
Best (American)	9 50	
U.S. Navy (American)	9 00	
New hemp (English)	7 00	
U.S. Navy (English)	6 50	
Navy (English)	6 00	
Best Navy	5 00	
Plumbers (spun)	4 00	

OIL.		
Can. prime white		
petrol	0 13½	
Royalite	0 17	
Palatine	0 21½	
Castor Oil, per lb.	0 03½	
Black oil (Summer)	0 12½	
Black oil (Winter)	0 14½	
Cylinder Green	0 35	
Paraffine	0 22	
XXX Machine	0 25½	

OLD MATERIALS.		
F.o.b. Toronto.		
Tea lead, pack, 2½ lb.		
Tea lead, chest, 3c lb.		
Lead (heavy pipe, etc.), 3½c.		

Brass, heavy, 7½c lb.	
Brass, light, 5½c lb.	
Zinc, heavy, 4c lb.	
Copper, heavy, 10c lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Mach. compos., No. 1, 9c lb.	
Compos. turnings, No. 1, 8½c lb.	
Rubbers, such as old rubber, boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.	

PACKING (JUTE).		
Per Coll Lots.		
Fine jute, lb.	0 09½	
Beaver, lb.	0 08	
Coarse sewer, lb.	0 07	
FAPER, ETC.		
O.K. Paper, No. 1, per roll	0 95	
O.K. Paper, No. 2, per roll	0 70	
Per 400 ft. roll		
Plain Fibre, No. 1	0 50	
Plain Fibre, No. 2	0 32	
Tarred Fibre, No. 1	0 62	
Tarred Fibre, No. 2	0 43	
Tarred Fibre, Cyclone, 25 lbs., roll	0 62	
Dry Cyclone, 15 lbs.	0 50	
Tarred Fibre, Good Luck Brand, per roll	0 62	
Dry Fibre, Good Luck Brand, per roll	0 50	
Per 100 lbs.		

Oiled waterproof building paper, 600 sq. ft. roll.	1 05	
400 sq. ft. roll		
O.K. Brand corded sheathing	0 35	
Sheathing (Surprise)	0 40	
Blue R-S Sheathing	0 42	
Dry fibre No. 1	0 50	
Dry fibre No. 2	0 35	
O.K. carpet felt	1 40	
Per 100 lbs.		
Heavy dry straw	1 80	
Heavy tarred straw	1 80	
Spruce sheathing	3 00	
Carpet felt, 16 oz.	2 60	
Carpet felt, 20 oz.	2 60	
Resin sized Fibre, per roll.	0 43	
Asbestos Bldg.	3 25	
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 09	
Liquid Roofing Cement, bbls., per gallon	0 17	
Liquid tins cement, 5s	0 19	
Crude coal tar, per bbl.	4 50	
Refined coal tar, per bbl.	5 00	
Shingle Varnish, per bbl.	5 00	
Caps, per lb.	0 05	
Rails, per lb.	0 05	
Mop Cotton, per lb.	0 17	
Tarred felt, Dominion, 7 oz.	2 10	

PICKS (CLAY).		
5 to 6 lbs., doz.	3 75	
7 lbs., doz.	4 00	
7 to 8 lbs., doz.	4 75	
8 lbs., doz.	5 00	

PINS, COTTER.		
Cotter pins, 90 p.c. discount.		

PINS, CLOTHES.		
Selected full count.	Per case	
5 gross, 4-in. (loose)	\$0 80	
5 gross, 4½-in. (loose)	0 90	
5 gross, 5 in. (loose)	1 00	
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80	
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90	
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00	

PIN (ESCUTCHEON).		
Steel, discount, 50 per cent.		
Brass, 50 per cent.		

PIPE, STANDARD WROUGHT.		
Buttweld.		
Size	Black.	Galvanized
¼ and ¾ in.	\$2 16	\$3 06
½ in.	2 64	3 57
¾ in.	3 05	4 20
1 in.	4 51	6 21
1¼ in.	6 10	8 40
1½ in.	7 29	10 04
2 in.	9 81	13 51
2½ in.	15 80	21 65
3 in.	20 66	28 31
3½ in.	24 84	34 04
4 in.	29 43	40 33
Lapweld.		
2 in.	11 29	14 99
2½ in.	16 38	22 23
3 in.	21 42	29 07
3½ in.	25 76	34 96
4 in.	30 52	41 42
4½ in.	35 56	48 26
5 in.	41 44	56 24
6 in.	53 76	72 96
7 in.	70 97	105 20

8"x25 lbs. per ft.	83 75	111 30
8"x28 lbs. per ft.	96 48	128 40
9 inches	115 60	153 50
10"x32 lbs per ft	107 20	142 40
10"x40 lbs.	138 00	183 30
12 inches	174 90	.....

These prices are for small quantities only. Discounts in proportion to size of order will be allowed.

PIPE (LEAD).		
Lead pipe, 7½c, 5% off.		
Lead waste pipe, 9c; 5% off.		
Traps and bends, 40% off.		

PIPE (SOIL).		
Medium and extra heavy pipe up to 6-in., 65% and 10 off.		
7 and 8-in., 45% off.		

PIPE (CONDUCTOR).		
2 inch, in 10-ft. lengths	3 45	
3 inch, in 10-ft. lengths	4 20	
4 inch, in 10-ft. lengths	5 23	
5 inch, in 10-ft. lengths	7 60	
6 inch, in 10-ft. lengths	9 25	

PITCH.		
Pine, per bbl.	4 50	

PLANES.		
Wood bench, Can., 15 per cent		
Wood, fancy, 30 to 35 per cent.		
Prices, Pliers and Nippers.		
Buttons, genuine, 37½ to 40 per cent.		

PLATES (BOILER).		
Montreal Toronto		
Plates, 1¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).		
Painted wall plugs, per 1,000	\$20 00	
Galv. wall plugs, per 1,000	23 00	
POLISH.		Doz.
O-Cedar, 4 oz. bottles	\$2 06	
O-Cedar, 12-oz. bottles	4 00	
O-Cedar, 1-qt. can	10 90	
O-Cedar, ½-gal. cans	16 00	
O-Cedar, 1-gal. cans	24 00	
Liquid veneer, 4-ozs.	2 00	
Liquid veneer, 12-ozs.	4 00	
Liquid veneer, quarts	8 40	
Tandem metal polish paste, 6 oz.	6 00	
Axoline brass cleaner, 100 in pkg.	6 50	

RAZORS.		Per doz.
Baker's King Cutter	14 50	
Henckels	7 50	20 60
Gillette Safety, each	3 75	
Star Safety Razor, 33½ per cent.		
Edelweiss	17 50	
Ever-Ready, doz.	9 00	
Ern Razors	6 00	18 00
Ern Junior Razor	14 50	

REELS, HOSE.		
Plain wood, each	0 75	
Plain wood, with drum, ea.	0 95	
Metal	1 40	

RIVETS AND BURRS.		
Iron rivets, blacked and tinned, 75%.		
Copper burrs, 75 per cent.		
Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.		
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.		
Coppered Rivets, net extras, 2½c per lb.		

ROOFING.		
Tarred felt (7 oz.)	\$2 10	
Tarred felt (10 oz.)	2 10	
Tarred felt (16 oz.)	2 16	
Per roll		

2 ply R.R.	0 75	
3 ply R.R.	0 35	
2 ply R.R., complete in roll	1 15	
3 ply R.R., complete in roll	1 35	
Samson, 1-ply, roll	1 45	
Samson, 2-ply, roll	1 90	
Samson, 3-ply, roll	2 30	
Amattie roofing, per sq.	2 70	
Ready 2 ply. Shield, per roll	0 75	
Ready 3 ply. Shield, per roll	0 65	
Tarred 210 roofing felt.		
Tarred roofing felt, cwt.	2 10	
Compo certainfeed, 1 ply	1 25	
Compo certainfeed, 2 ply	1 55	
Compo certainfeed, 3 ply	1 85	

ROPE.		Lb.
Pure Manila basis	14	
British Manila basis	11	
African hemp basis	11	
Sisal basis	9½	
Double lath yarn basis	9½	

Single lath yarn basis	85½	
Russian deep sea line basis	23	
Russian tarred ratline basis	19	
Russian tarred bolt rope basis	21	
Jute rope basis	12½	
Italian rope basis	24	

Basis (¾" dia. and larger).		
Cotton rope, 3-16 and larger	0 1	
Sisal Clothes Line.		

3 ply, 30 ft.	0 45	
3 ply, 40 ft.	0 60	
3 ply, 48 ft.	0 72	
3 ply, 60 ft.	0 90	
3 ply, 72 ft.	1 08	
3 ply, 100 ft.	1 50	
6 ply, 40 ft.	0 35	
6 ply, 48 ft.	1 15	
6 ply, 60 ft.	1 45	
6 ply, 72 ft.	1 15	
6 ply, 100 ft.	2 40	

RULES, BOXWOOD.		Per doz.
No. 1375—2 ft.	(51)½	1 80
No. 1101—2 ft.	(52)½	3 96
No. 1107—2 ft.	(7)½	3 60
No. 1106—2 ft.	(53)½	4 10
No. 1375—3 ft.	(66)½	2 50
No. 1112—3 ft., hf. bound.		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks'hs		1 70
No. 1494—Brass blacks'hs		2 20

SAWS.		
Atkins Hand and Crescent, 25 p.c.		
Disston's Hand, net prices, new list.		
Simonds' Hand, 15 per cent.		
Shurly & Dietrich, 35 per cent.		
Spear & Jackson, 40 per cent.		

SCALES.		
Imperial standard	30%	
Champion Even Balance	45%	
Champion Union	50%	
Champion Platform	45%	
Gurney Standard	30%	
Union Scale	50%	
Union Even Balance	50%	

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

**PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS**

DON ROADWAY

TORONTO

WE HAVE THE FACILITIES FOR TURNING OUT

The Highest-Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C.

HARRY F. MOULDEN, Winnipeg, Man.



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

**Twelve Medals of
Award at**

**INTERNATIONAL
Expositions.**



INCORPORATED 1895

**Special Grand
Prize**

**GOLD MEDAL
Atlanta, 1895**

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



No 51



No 52



No 53



No 54



No 58



No 59

Stanley Tools

"BAILEY" IRON SPOKE SHAVES

a few numbers of which are herewith illustrated, are superior in style and finish to any others on the market.

The cutters are made from a high grade of steel, well tempered and sharpened, ready for use. The handles are japanned, and through each a hole is made to hang the tool up out of the way when not in use.

These Spoke Shaves are now being made in our Canadian factory.

**STANLEY RULE & LEVEL CO.,
NEW BRITAIN, CONN. U.S.A.**

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10 p.c. off.	
22 gauge, per square	5 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized.

	Queen's	Fleur-de-Lis	Gorbals
16-20 gauge	3 50	3 45	3 80
22-24 gauge	3 55	3 55	3 85
26 gauge	4 10	3 90	4 10
28 gauge	4 35	4 10	4 35

Colborne Crown — 16-20 gauge, \$3.00; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

Apollo Brand. Montreal Toronto

14 gauge	2 35
16 gauge	2 95
18-20 gauge	3 10
22-24 gauge	3 45
26 gauge	3 70
28 gauge	4 05
10% oz.	4 25

SHELLERS, COIN.

Black Hawk, doz. 18 00

Lymouth Rock, doz. 8 50

SHOVELS AND SPADES.

1st 2nd 4th

Shovels 60 55 and 2 1/2 45

Socket scoops 50 and 5 45 and 5

Scoops 50

Drain tools 60 60

Scoops 50 and 5 45 and 5

Hollow backs

and sand. 60 45

Riveted back scoops, 1st, 2nd

and 3rd grades, 50 per cent.

Above discounts on Black

Goods only. Full Polished Goods,

50c per doz. net extra. Half

Polished Goods, 25c per doz. net

extra.

SINKS, ASH.

Wood sifters, doz. \$ 1 75

Rocker, No. 1, each 3 60

Rocker, No. 3, each 2 50

Banner, each 1 75

SINKS.

Cast iron, 16x24, \$1.10; 18x30,

\$1.50; 20x36, \$2.25.

Flat rim enameled sinks, 16x24

\$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER. Montreal Toronto

Tinker's bar 0 21 0 26

Wire solder, lb. 0 24 0 26

Bar half-and-half. 0 22 0 22

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Acme 0 18

Commercial 0 19 1/2

Easy 0 19 1/2

Star Extra arthdora

Strictly standard wiping 0 23

FELTER.

Foreign, per 100 lbs. 6 75 6 75

TABLES.

100-lb. kegs 4 50

25-lb. boxes 4 85

10-lb. boxes 5 25

Poultry netting, 100 lbs. 6 70

Bed, 100 lbs., No. 14 6 75

Blind, per lb. 6 12

Bright Fence, 100 lb. kegs 2 50

Bright Fence, 25-lb. boxes 2 75

Galv'd fence, 100-lb. kegs 2 85

Galv'd fence, 25 lb. boxes 3 10

Cooper's staples, 45 p.c.

Bright spear point, 75 p.c.

SWEEPERS, CARPET. Bissell's

Univ. Japd., cyco bearing. 24 00

Univ. N.P., cyco bearing. 27 00

Grand Rapid, Japd., ball-

bearing 26 00

Grand Rapid, N.P., ball-

bearing 29 00

Princess N.P., ball-bearing 30 00

Am. Queen N.P., ball-bear. 32 00

Parlor 35 00

SWINGS.

Baby, 2-passenger, each .. \$2 75

Ontario, 2-passenger, each 3 75

Ontario, 4-passenger, each 4 25

Stratford, 4-passenger, each 5 50

Boyers Gliding Settees with

awning, each 8 50

Without awning, each 12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10

p.c.; tinned, 80, 15; (In kegs), 40;

cut tacks, blued, in dozens only,

80 and 10; 1/4 weights, 60; Swedes

cut tacks blued and tinned,

bulk, 85 and 5, in dozens, 75 and

10; Swedes, upholsterers', bulk,

90; brush, blued and tinned,

bulk, 70 and 10; Swedes, gimps,

82 1/2; zinc tacks, 35; leather car-

pet tacks, 35; copper tacks, 45;

copper nails, 50; trunk nails,

black, 65 and 10; trunk nails,

tinned and blued, 65 and 10;

clout nails, blued and tinned, 65

and 10; chair nails, 35 and 10;

patent brads, 40 and 10; fine

finishing, 40 and 10; lining tacks,

in paper, net; lining tacks, in

bulk, 15; lining tacks, solid

heads, in bulk, 75; saddle nails,

in papers, 10; saddle nails, in

bulk, 15; tufting buttons, 22 line

in dozens only, 60; zinc glacier

points, 5; double pointed tacks,

paper, 9 and 10; double pointed

tacks, bulk, 55; clinch point shoe

rivets, 45 and 10; cheese box

tacks, 87 1/2; trunk tacks, 80 and

20; strawberry box tacks, 80 and

10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85

Ass skin, No. 714, 66 ft., doz. 3 40

Linen, No. 404, 66 ft., ea. 1 10

Metallic, No. 603, 50 ft., ea. 1 40

Rival steel, No. 263, 50 ft., ea. 2 90

Rival steel, No. 266, 100 ft. 4 90

Reliable Jr., No. 103, 50 ft. 2 70

Rabone's.

Tape Lines, linen, No. 2601

x50, each \$1 00

Metallic, No. 4011x50, ea. 1 35

Metallic, No. 4011x66, ea. 1 55

Steel, No. 2891x50, ea. 2 70

Steel, No. 4161x50, ea. 3 00

Steel, No. 4161x66, ea. 5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and

10%.

TIES (METAL).

Galv. wall ties, per 1,000....\$5 00

Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN. Montreal Toronto

Tin, per lb. 36-37 35-36

TINNERS' TRIMMINGS.

Discount, 45%.

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Onelda Jump, 65%.

TRESTLES.

5 ft., each \$1.50 14 ft., each \$4.20

8 ft., each. 2.00 16 ft., each. 4.80

10 ft., each. 2.50 18 ft., each. 5.40

12 ft., each. 3.00 20 ft., each. 6.00

TROWELS.

Disston's, 10%.

TVINE (Binder).

650 ft., per lb. 0 13 1/2

600 ft., per lb. 0 11

550 ft., per lb. 0 09 3/4

500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.

10 ton lots, 1/4c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-lb.

4-ply 0 21 1/2

3-ply 0 19

TUBES.

Boiler Tubes.

Montreal Toronto

100 ft., 1 1/2 in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2 1/2 in. 10 25

100 ft., 3 in. 12 25 10 65

100 ft., 3 1/2 in. 13 30 11 00

100 ft., 4 in. 15 55 13 00

100 ft., 4 1/2 in. 19 80 16 75

TUBS.

Samson Galvanized.

No. 11, doz., net 12 00

No. 22, doz., net 14 40

No. 33, doz., net 16 80

Common Galvanized.

No. 1, doz. 6 83

No. 2, doz. 7 43

No. 3, doz. 8 48

Nests of 3—0, 1 and 2. Per nest.

Nests of 3—1, 2 and 3. \$2 38

Nests of 4—0, 1, 2 and 3. 2 05

Nests of 4—0, 1, 2 and 3. 2 95

No. 0, per doz. 11 00

No. 1, per doz. 9 00

No. 2, per doz. 8 00

No. 3 per doz. 7 60

V

VALVES, ETC.

Ground work, 55%.

Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70.

10%, and 1 and 2 basin cocks.

70%.

Flatway stop and stop and waste

cocks, 60, 10%; roundway, 60

and 5%.

J. M. T. Globe, Angle and Check

Valves, 50%; Standard, 60%.

J. M. T. Radiator Valves, 55%;

Standard, 60; patent quick

opening valves, 70 and 10%.

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 50%.

Copper tea and coffee pots, 50%.

Copper pints, 30 and 5%.

Foundry goods, hollow ware, 40

and 5%.

WARE, ENAMELED.

White ware, 75%.

Canada, Diamond, Premier, 50

and 10%.

Pearl, Imperial and Colonial

steel, 60 and 10%.

Star decorated steel, 33 1/4%.

Hollow ware, tinned steel, 40%

off.

Enamelled street signs, 50%.

WARE, TIN, PIECED.

Discount, 35%.

10-qt. flaring sap buckets, 35%.

6, 10 and 14-qt. flaring pails,

35%.

Copper bottom tea kettles and

boilers, 35%

Alabastine is selling better now than ever before. Why? BECAUSE

The vogue for plain tints and water color effects is rapidly increasing. Alabastine is the oldest and best known brand, and you can safely recommend it as the most artistic, sanitary, and practical material. More satisfying results can be obtained at 25 per cent. to 50 per cent. less cost than with wall paper or paint.

Improved Quality. Alabastine is now made by a new process and mixes quicker, brushes easier, covers better, and lasts longer than any other article of the kind. The new goods are marked "Slow Setting," meaning that it can be left mixed indefinitely and remain in good working condition. Painters and expert decorators use and highly recommend the new goods.

The Alabastine Service. We have trade-winners in our store helps and premium offers. Drop a line to us or your jobber and get full information about the Special Brush or Cash Premium to Painters and free Stencils to users of Alabastine in packages only. Also an entirely new, bigger and better line this year, of Color Cards, Wall Books, Color Plan Books, and Stencil Catalogues. Get in line for the big, new, attractive Display Cabinet and Window Trim.

We have recently established service stations as follows:

Winnipeg—Burrow, Stewart & Milne Co., Ltd., 130 James Ave. Vancouver—Norman Jessiman, 2370 Cornwall St. Toronto—M. M. Patterson, 30 Garden Ave.

The Alabastine Company of Paris, Limited
PARIS, - ONTARIO



Painters—Save 100 large words ALABASTINE for Premium.

Made in Canada

Alabastine is made in Canada, from Canadian and British materials, entirely. Our extensive newspaper and magazine advertising in 1915 will bring out this feature clearly, and it gives Alabastine a big advantage over the wall coatings made in the United States.

WHAT SPRING WILL BRING

A considerable profit in paint sales to all dealers who are prepared for it.

The best way to prepare is to stock Moore's House Colors (Pure Linseed Oil Paint). They'll give you an extra sized profit and no complaints.

MADE IN CANADA

Benjamin Moore & Co., Ltd. - 6 Lloyd St., West Toronto

SIMONDS SAWS

Satisfaction for the Carpenter.

Profit for the Dealer.

Send for Catalog.



SIMONDS CANADA SAW CO., LIMITED MONTREAL, ST. JOHN, VANCOUVER

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100
lbs. 5 lb. packages, \$6 per 100
lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ..\$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2 55 \$3 60
COLORS (DRY). Per lb.

Raw Umber 100 lb. keg. 0 09
Burnt Umber, 100 lb. kegs 0 09
Raw Sienna, 100 lb. kegs 0 09
Burnt Sienna, 100-lb. k. 0 09
Imperial green, 100 lb. kegs 0 12
Italian red, 100 lb. kegs. 0 05
Brunswick green, 100-lb. k 0 06
Indian red, 100 lb. kegs. 0 10
Indian red, No. 1, 100 lb. k 0 06
Vermillion, 100 lb. kegs. 0 20
Drop black, pure dry ... 0 12
Golden ochre, 100 lb. kegs 0 03½
White ochre, barrels 0 04
Yellow ochre, barrels ... 0 01½
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 02
Super magnetic red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure 0 12
Chrome yellow, pure 0 23
Golden ochre, pure 0 14
French ochre, pure 0 12
Chrome green, pure 0 11
French permanent green, pure 0 15
Signwriters' black, pure.. 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co. 1 80
Alba-Gloss enamel 4 00
Anchor Floorlustrite 1 80
Lowe Bros.' Linduro ... 4 20

FILLER.

Luxeberry Enamel\$5 00
Screen Enamel B.B. 1 65

GLUE.

Per lb.
French medal 0 15
English common sheet... 0 10
English prima 0 17
White pigfoot 0 21
Perfection amber, ground, No. 1230 0 13
Cake, bone, 112-lb. bags.. 0 10
Hide, 112-lb. bags 0 15
Gelatine, 112-lb. bags ... 0 20
Ground glues, 112-lb. bags—
No. 1 0 11
Extra 0 15

GLASS.

(TORONTO QUOTATIONS).
Size United Inches. Star.
Under 26\$6 50
26 to 40 7 00
41 to 50 7 40
51 to 60 8 00
61 to 70 8 75
71 to 80 9 50
81 to 85 10 50
86 to 90 10 50
91 to 95 10 50
96 to 100 10 50
Double Diamond.
Size United Inches.
Under 26\$ 8 60
26 to 40 10 00
41 to 50 11 70
51 to 60 12 00
61 to 70 12 75
71 to 80 13 85

\$1 to 85 17 50
86 to 90 18 85
91 to 95 19 20
96 to 100 22 75
101 to 105 32 00
106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft., 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.
Country Base Price.

United Inches	Star	Double Diamond
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	20.50	
91 to 95	22.00	
96 to 95	25.00	
101 to 105	32.00	
106 to 110	36.00	

With the following discounts:
Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.**Montreal:**

Country discount, 35 and 5 per cent. off list, delivered.
City discount, 45 and 5 per cent. off.
Toronto:
Country discount, 40½ off list delivered.
City, 42½ off list.

LEAD.

(White Ground in Oil.)
Prices per 100 lbs. in ton lots.
Montreal Toronto
Elephant Genuine\$8 75 \$8 90
"Anchor," pure 8 45 8 60
Green Seal 8 45 8 60
Brandram's B.B. Genuine 9 45 9 60
C.P. Co. decorat's pu. 8 45 8 60
Crown and Anchor, pure 8 65 8 60
Decor's Pure (Wpg) 8 60
Moore's Pure White Lead 8 45 8 60
Painter's Perfect 7 95 8 10
Ramsay's Pure Lead. 8 45 8 60
Ramsay's Exterior 8 15 8 30
Tiger Pure 8 45 8 60
"James Genuine" 10 00 10 15
Stephens' H. P. P. (Winnipeg) 8 70
Less than ton lots, 20c per cwt. higher.

LEAD (RED DRY).

Genuine, 500-pound casks, per cwt. 8 00 6 38
Genuine, 100-pound kegs, per cwt. 8 25 6 75
No. 1 casks, per 100 lbs. 7 75 6 25
Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..\$17 50
2 lb. pkgs., per 100 lbs. 15 00
5 lb. pkgs., per 100 lbs. 12 00
25 lb. pkgs., per 100 lbs. 11 00
100 lb. pkgs., per 100 lbs. 9 75
200 lb. kegs, per 100 lbs. 9 60
300 lb. pkgs., per 100 lbs. 9 50
600 lb. casks, per 100 lbs. 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

OILS (LINSEED RAW).

Montreal Toronto
Single bbls. See weekly report
3 to 5 bbls. See weekly report
6 to 9 bbls. See weekly report

LINSEED, BOILED.

Single bbls. See weekly report
3 to 5 bbls. See weekly report
6 to 9 bbls. See weekly report

PAINTS (PREPARED).

	Per gallon	In qt. tins
Sherwin-Williams paints, base	2 00	
Canada Paint Co.'s pure	2 00	
Elephant and Prism	1 80	
Benj. Moore Co.'s "Egyptian" Brand	1 45	
Moore's house colors, per gallon	1 75	
Brandram-Henderson's "English"	2 00	
Fresco-Tone, in quarts	1 80	
Ramsay's paints, pure	1 80	
Ramsay's paints, Thistle	1 60	
Martin-Senour, 100% pure	2 00	
Senour's floor paints	1 60	
Jamieson's Crown and Anchor brand	1 60	
Stephens' House Paint (Winnipeg)	1 90	
Stephens' Floor Paint (Winnipeg)	1 75	
Silkstone Wall Color	2 00	

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks... 0 08½
Orange Mineral, 100-lb. kegs 0 05½

PRIMER.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

	Lb.
1 lb. cans	\$0 18
2 lb. cans	0 18
5 lb. cans	0 17
10 lb. cans	0 16
25 lb. cans	0 12
100 lb. kegs	0 11
¼ barrels	0 10½
Barrels	0 10

PUTTY.

	Standard	Montreal Toronto
Bulk, in casks	2 30	2 40
Bulk, 100-lb. drums	2 50	2 60
Bulk, 25-lb. drums	2 60	2 70
Bladders, in bbls.	2 80	2 90
Pure Putty, 60c cwt. advance.		

SHELLAC.

Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR).

Half pint tins, per doz. ... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH.**REMOVER.**

Testite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

	Montreal Toronto
5 gal. See weekly report	
Pure, single bbls. See weekly report	

SLATING.

2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B.\$3 00

STAINS.

Oil, & Spirit, Berry Bros..\$2 50
Water Stains, Berry Bros. 1.25
Berrycraft stain finish ... 3 00
Shingletint, 5 gal. cans ... 1.15

VARNISHES.

	Per gal. cans
Liquid Granite	\$3 00
Elastic Interior	3 00
Elastic Outside	6 00
Luxeberry, light	3 00
Luxeberry, white	5 00
Luxeberry, spar	4 50

Luxeberry, exterior 5 00
Dugloss finish 3 00
Carriage, No. 1 1 50
Excello 2 00
Mar-Not 2 70
Elastic Oak 1 50
Light oil finish 1 35
Gold sized japan 2 00
Baking black japan 1 35
No. 1 black japan 0 95
Crystal Damar 2 50
No. 1 Damar 2 25
Oilcloth 1 50
House painters' white jap. 1 95
Elastilite varnish 2 25
Copaline varnish 2 25
Granitine floor finish 2 25
Jamieson's floor enamel 1 75
Sherwin-Williams' KOPAL varnish 2 50

Canada Paint Co.'s SUN varnish 2 25
"Flint-Lac," coach 1 30
B. H. Ltd., "Gold Medal," cases 1 80

Dependon Lt. H. Oil Finish 1 55
Everlastic Floor 2 30
Elastica exterior finish 4 25
"Lattice" floor finish 3 00
Stovepipe varnish, ½ pints, gross 9 00

Pure white shellac varnish 2 00
Pure orange shellac varnish 1 90
No. 1 orange shellac varnish 1 75
Kyanize floor finish 3 25
Kyanize cabinet rubbing .. 3 25
Kyanize spa 4 25
Kyanize stains 3 25

WATER PAINTS.

Opalite, 300 lb. bbls. 0 07
Opalite, 100 lb. kegs 0 07½
1 gal. package, per pkg. 0 45
½ gal. package, per pkg. 0 25

WASTE (POLISHING).

Cream 0 13
White 0 12

WASTE (WHITE).

XXX extra 0 11
X Grand 0 10½
XLGR 0 09½
X Empire 0 08½
X Press 0 07½

WASTE (COLORED).

Fancy 0 07½
Lion 0 07
Standard 0 06½
Popular 0 05½
Keen 0 05

WASTE (PACKING).

Arrow 0 15
Anchor 0 04
Anvil 0 07½
Axle 0 09

WASHED WIPERS.

Select white 0 08
Light colored 0 06½
Dark colored 0 05

WAX.

	Per lb.
Johnson's Floor, natural..	0 38
Johnson's Floor, black ..	0 38
Old English Floor Wax ..	0 38
Cooke & Boulton's Floor Wax	0 30
Ronuk Floor Wax, lb.	0 35
Berry Bros.	0 45

WHITING.

Plain, in bbls. 1 00
Gilders, bolted, in bbls. ... 1 20

ZINC (DRY).

Extra Red Seal, V.M.

ZINC IN OIL.

Pure, in 25-lb. irons 0 10
No. 1, in 25-lb. irons 0 07
No. 2, in 25-lb. irons 0 05½
Pure in Damar Varnish. 0 19½

Heart-Shape Flexible Steel Mats



Sure sellers wherever the old-fashioned germ-harboring jute brush or rubber is in general use.

Our Flexible Steel Mats are made of best galvanized material, in any and all shapes and sizes, for every requirement.

They are perfect scrapers, and can be reversed after long service, making two mats in one.

Flexibility of construction—the ability to conform to uneven spots is attained at no loss of strength, by means of FOUR-FOLD CONSTRUCTION AT THE JOINTS.

Jot down your request for full information now.

Andrews Wire Works of Canada

Limited

WATFORD, ONTARIO



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No. 3500

The latest of the Franco Novelties. Easily carried in the pocket.

Write for particulars to your jobber or direct to

Interstate Electric Novelty Co.

of Canada, Limited

220 King Street West

TORONTO

ONTARIO

GLASS

of
every description
for building purposes

*Sheet, Plate, Figured
Lead, Mirrors*

A trial will convince you that our quality, prices and service are a triple combination hard to beat.

**The Consolidated Plate Glass
Company of Canada, Ltd.**

241 Spadina Ave., Toronto.
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The Bowser Wire Cloth Display Rack SAVES TIME

*and greatly facilitates the
handling and sales of wire
cloth*

The "Bowser Wire Cloth Display Rack" will give you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

It does away with awkwardness in unrolling and displays the stock instantly in a very attractive and effective manner.

Let us put you in touch with some users—they'll tell you how valuable this system of wire cloth display really is.

Full particulars are ready for you—ask for them.

R. M. Bowser & Son

RENFREW, PA.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00

ANVILS.Peter Wright, 80 lbs. and up,
12½¢ per lb.; clip horn, 13½¢.**AUGER BITS.**"Irwin" bits, 45 per cent.;
common, 70 and 10 per cent.**AXES.**H. B., 1 lb., \$6.25 per doz.; 1½
lb., \$6.65; 2 lb., \$6.90; 2½ lb.,
\$7.50; 2¾ lb., \$7.75; 3, 3½ and
4 lb., \$8; H. B. Handled Axes,
2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
lb. and 4 lb. \$10; Black Prince
Axes unhandled, \$8.00; Black
Prince axes, handled, \$10.25;
Bench axes, 35 per cent; broad
axes, 5 to 7½ lb., \$28 per doz; 7½
to 9 lb., \$30.80.**BAR, CROW.**

\$4 per 100 lbs.

BAR IRON.Bar iron, \$2.50; Swedish iron,
\$4.25; sleigh shoe steel, \$2.85;
spring steel, \$3.40; machinery
steel, \$3.75; tool steel, Black Dia-
mond, 100 lbs., \$8.50; Brittain
Brand Tool Steel, \$8.50.**BELTING.**Rubber—60 p.c. off the list.
Leather.Agricultural leather belting,
66 2-3 per cent. off the list.
No. 1, 66 2-3 per cent. off list.
Standard, 60 per cent. off list.
The "double" list is just twice
the price of "single".**BELT LACING.**In sides, tanned, \$1 per lb.;
cut, \$1.10 per lb.; rawhide, sides.
95¢; cut, \$1.05.**BLOCKS.**Steel, 50 per cent.; wood, 60
per cent.
Steel, 50 per cent.; wood, 60 per
cent.Wood, tackle, common, 60 per
cent.**BOLTS.**Carriage, ¾ and smaller, 60%;
7-16 and larger, 50%; machine,
¾ and under, 60%; 7-16 and over,
50%; machine set screws, 65%;
plough bolts, 45%; nuts, small
lots, 2¢ off; case lots, \$2.75 off;
stove bolts, 77½%; sleigh shoe
bolts to ¾, 50%; 7-16 and up,
40%.**BUILDING PAPER.**Tarred, 55 to 82¢ per roll, ac-
cording to quality; plain, 40 to
68¢; tarred, felt, 8 and 10 oz.,
\$2.60; 16 oz., \$2.85 per 100 lbs.**BUTTS.**Wrought Steel, loose pin, 65
per cent. off the list.**CHAIN.**Coll. 3-16 in., \$10.00; ¼, \$7.25;
5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75;
1, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6¼¢; ¾,
5¼¢; Tie out, 70 and 10 per cent.**CHURNS.**Barrel, No. 0, \$5.13; No. 1,
\$5.13; No. 2, \$5.70; No. 3, \$6.27;
No. 4, \$7.41 each.**CLEAVISES, MALL.**

7¼¢ per lb.

COPPER.Sheet and planished copper,
34¢ per lb. Tinned, 27¢. Braziers'
soft copper, 10-24 d., 26¢; 27¼¢.**DRILLS.**Bit Stock, 60 per cent.; Black-
smith, ½ in., round shank, 55 p.c.**ENAMELWARE.**Canada, 50; Imperial, 60; Pre-
mier, 50; Colonial, 60; white, 70
and 5; diamond, 50; granite, 60%.**FERRULES AND RINGS.**

30 per cent. off.

FILES.

American, 70 and 10%.

Nicholson's, 65%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

GASOLINE.Painters' naphtha, bbls., 21¢ per
gal.; \$3.45 per case.**GLASS, WINDOW.**

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).35% off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.**GRINDSTONES.**

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES.

Light T and strap, 60%.

Corrugated strap, in bulk, 4, 5,
6, 8, 10 and 12, 80¢, \$1.08, \$1.40,
\$2.25, \$3.40 and \$5.20.
Corrugated strap, 4, 5, 6, 8, 10,
and 12, 80¢, \$1.08, \$1.40, \$2.25,
\$3.40 and \$5.20.**HORSESHOES.**Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.**JACKSCREWS.**

60 per cent. off list.

KNOBS.

Door, 307, \$1.25.

IRON BAND.1½ in., \$2.85; 1¼, \$2.85; 1 in.,
\$2.90.**IRON, GALVANIZED.**

	Apollo and	"Fleur de Lis" Head.
10½ oz. or 28 Eng. 4 75	5 10	
28 Am. or 26 Eng. 4 50	4 85	
26 Am. or 26 spec'l 4 25	4 60	
24 Am. and Eng... 4 10	4 45	
22 Am. and Eng... 4 10	4 45	
18 & 20 Am. & Eng. 4 00	4 30	
16 Am. and Eng... 3 85	4 15	

IRONS, SAD.Common Sad Irons, 8 lbs. and
6¢ per lb.; 4 lbs., 7¼¢ per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 107, set 1 65
Mrs. Pott's common sad iron
handles, 85¢ a dozen. Mrs. Pott's
improved, \$1.05 a dozen.**LANTERNS.**No. 2, plain 7 25
No. 20, X-ray 11 00
No. 22, Dash-board 9 75
Trullite short globe, doz. ... 7 25**LEAD PIPE.**

\$7.50 coll; less coll, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.Raw, per gal., 80¢; boiled, per
gal., 77¢.These prices are for barrels
Less amounts 5¢ per gal. extra,
with additional charges for can,
etc.**LOCKS.**

Peterboro and fittings, 45 p.c.

MATLOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.Wire, f.o.b. Fort William, \$2.40
base; Winnipeg, \$2.80 base. Cut.
f.o.b. Winnipeg, \$3.35.**NAILS, HORSE.**

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50 per cent.

NUTS.Square and hex., small lots,
f.o.b., \$2 off; case, \$2.75 off.**OIL CANS.**

	Tin varnished	Gal.
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.Silver Star oil, 18½¢ gal.;
Royalite oil, 16¢ gal.; Palacineoil, 18½¢ gal.; Capital Cylinder,
56¢ gal.; Standard gas engine
oil, 41¢; Polarine oil, 60¢ gal.;
Prairie Harvester oil, 30½¢ gal.**DRY COLORS.**Yellow ochre, in bbl. lots, 2½¢;
less than barrel lots, 3¢; golden
ochre, barrels, 3½¢; less than
barrels, 4½¢; Venetian red, bar-
rel, \$2; less than barrels, \$3;
American vermillion, 12¢; Eng-
lish vermillion, \$1 per lb.; Can-
adian metallic oxides, barrel lots,
3½¢; English purple oxide, in
casks, 3½¢; less quantities, 4¢
per lb. Red lead, kegs, \$8.50. 9¢
lb. for less.**PARIS GREEN.**1 lb. pkgs., 21½¢. small lots
and cases.**PICKS.**

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.¼ inch, \$3.50; ¾ inch, \$3.60; ½
inch, \$4.20; ¾ inch, \$5; 1 inch,
\$7.35; 1¼ inch, \$9.90; 1½ inch,
\$12; 2 inch, \$16; 2½ inch, \$25.60;
3 inch, \$33.45.**IRON PIPE.**Black, ¼ inch, \$2.50; ¾ inch,
\$2.60; ½ inch, \$3.20; ¾ inch,
\$3.75; 1 inch, \$5.50; 1¼ inch,
\$7.45; 1½ inch, \$8.90; 2 inch, \$12;
2½ inch, \$19.25; 3 inch, \$25.15;
3½ inch, \$30.25; 4 inch, \$35.80;
4½ inch, \$42.35; 5 inch, \$49.75;
6 inch, \$64.40.**PLASTER.**

Paris, per bbl., \$3.25.

PLATES, CANADA.Half polish, 6-7 inch, \$3.65; 8
inch, \$3.90; full polish, 6-7 inch,
\$4.65; 8 inch, \$4.90. Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-20, \$3.15.**FLOW SHARES10¢ per lb.****POINTS.**Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.**POTTY.**100-lb. drums 3 00
25-lb. irons, per cwt. 3 10
1½-lb. tins 0 06**RASPS.**Heler's 70 and 5 per cent.;
Heler's horse tooth rasps, 60-10
per cent.**RIVETS AND BURRS.**Iron rivets, 55 per cent.; cop-
per, No. 8, 32¢; 10, 35¢; 12, 37¢;
copper burrs, No. 8, 44¢; 10, 47¢;
12, 51¢; copper rivets and burrs,
No. 8, 36¢; 10, 38¢; coppered, No.
8, 17¢; 10, 18¢.**ROPE.**Sisal, 10½¢ base; pure Manila,
15½¢ base; British Manila, 12¢
base; lath yarn, 9¼¢ base.**SAWS, BUCK.**Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$6.50; New
Century, \$6.50; Maple Leaf, \$5.25;
Prince Rupert, \$8.00.**SCALES.**Same form as Toronto quota-
tions, making discounts in all
cases 5% less. All quotations
f.o.b. Winnipeg.**SCREWS.**Bright iron round head, 80
10 and 5 per cent.; flat head, 85
10 and 5 per cent.; round head,
brass, 70, 10 and 5 per cent.; flat
head, brass, 75, 10, 5 per cent.;
coach, 60 per cent.**SCYTHES.**

Brush, \$8.25.

Grass, \$7.25 to \$8.50.

SHOT.Soft, \$9.25 per 100 lbs.; chilled,
\$9.65; buckshot, \$10.05; ball,
\$10.45.**SHEET ZINC.**Cask lots, 10½¢; small lots,
10¼¢.**SHOVELS AND SPADES.**Jones polished, \$8.10 per doz.;
Fox & Olds, \$7.10 per doz.;
Scoops, D-handled, "Black Cat."
No. 3, \$7.70; No. 4, \$8.20; No. 5,
\$8.50; No. 6, \$8.75; No. 8, \$9.25;
No. 10, \$9.40.**SNATHS, SCYTHE.**Grass, No. 2, \$7.25; brush, No.
1, \$8.25.**SOLDER.**

Per pound, 25 to 26 cents.

SPIKES.Pressed, ¼ in., \$4.50; 5-16,
\$4.15; ¾, \$3.90; 7-16, \$3.80; ¾
\$3.75; ¾, \$3.75.**STAPLES.**Bright wire per cwt., \$2.55 at
Fort William, \$2.95 Winnipeg;
galvanized staples, \$3.25 Winni-
peg.**STEEL.**Sleighshoe, \$2.85 base per cwt.;
plow, common, \$4.50; crucible
plow, \$5.50; angle, \$3.25; harrow,
\$3.25 base; cast, octagon tool
steel, 8½¢ base; square tool steel,
9¼¢ base; spring, \$3.40; machine,
\$3.75 base; tire, \$3.00.**STEEL SQUARES.**

40 per cent. off new list.

STOVE PIPE. Rivet. Paten'd
6 in., per 100 ft.... 9 00 9 05
7 in., per 100 ft.... 9 50 9 75**STOVE PIPE ELBOWS.**6 inch, per doz. 1 42
7 inch, per doz. 1 59
8 inch, per doz. 2 37**TACKS.**

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58¢ per lb.

Per Box

20 x 28 I.C. 10 25

20 x 28 I.X. 12 25

Terne Plates 9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75¢.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 60
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac var- nish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish	4 00
Extra light hard oil	1 90

VICES.Peter Wright's solid box vises,
45 lbs. and over, 14¼¢ lb.**WASHERS.**Iron, small lots, 30 per cent.;
full boxes, iron, 35 per cent.**WHIFFLETREE CLIPS AND
RINGS, NECK YOKE
CENTRES.**

42½ per cent. off the list.

WHITE LEAD.Decorators' pure white lead,
\$9.40 per cwt.**WIRE, BARB.**Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William,
\$1.80; Winnipeg, \$2.25; Glidden
2-point, Fort William, \$1.77;
Winnipeg, \$2.10; Baker 2-point,
Fort William, \$1.75; Winnipeg,
\$2.07; Alberta 2-point, Fort Wil-
liam, \$1.65; Winnipeg, \$1.93;
American special 2-point, Fort
William, \$1.40; Winnipeg, \$1.65;
plain twist, per 100 lbs., Fort
William, \$2.80; Winnipeg, \$3.20;
coll spring, No. 9 (coiled), per 100
lbs., Fort William, \$2.20; Winni-
peg, \$2.60; No. 12 (coiled), Fort
William, \$2.30; Winnipeg, \$2.70;
plain galvanized wire, No. 9
(plain), Fort William, \$2.15; Win-
nipeg, \$2.55; No. 12 (plain), Fort
William, \$2.25; Winnipeg, \$2.65.**WIRE CLOTH.**Patented screen, in 100 ft. rolls,
\$1.00 per hundred sq. feet; in 50
ft. rolls, \$1.70 per 100 sq. feet.**WIRE, PLAIN.**

\$2.90 base.

Bale ties, 14 gauge, single loop,
\$3.65 Winnipeg, \$3.25 Fort Wil-
liam.**WIRE (STOVEPIPE).**

18 and 19 gauge, 5½¢ per lb.

WRINGERS.Royal Canadian, \$38 per doz.;
Eze, \$42 per doz.; Bicycle, \$48 per
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FLAT WALL COLOURS

"Look Like Silk - Wear Like Stone"

Enables the home-maker to secure attractive and permanent decorative effects never before possible. It is the most satisfactory finish for plaster and metal walls and ceilings. Fine for refinishing Burlap. Silkstone is durable and sanitary—is not affected by steam or moisture—may be washed with warm water and Castile soap. Suitable for every wall in the house—takes the place of wall paper and kalsomine. Twenty-five attractive shades.

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Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to
Hardware and Metal, 143-153 University Ave., Toronto, Canada

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Hardwaremen, sell the Skating Rink in your town a J & R Rink Scraper, which cleans off snow, ice and slush. Write for circular.

James & Reid
Sole Manufacturers
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CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS

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12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
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PENNSYLVANIA QUALITY
No Order Too Small To Receive Our Best
Attention

ELK FIRE BRICK CO., OF CANADA LIMITED
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The **PARMENTER BULLOCH CO., Ltd.**
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Big Profit and Satisfaction
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They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

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Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

HERCULES SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

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Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

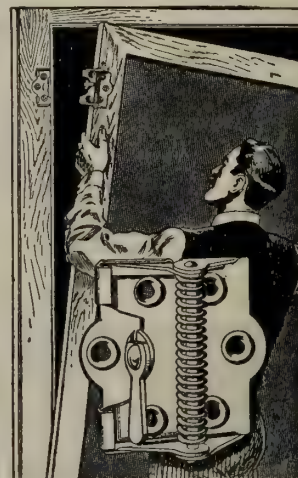
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Screen
Door
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Patented

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bring replies from all
parts of Canada.

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Signed
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INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80 %

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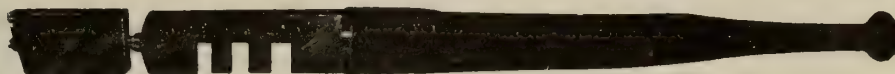
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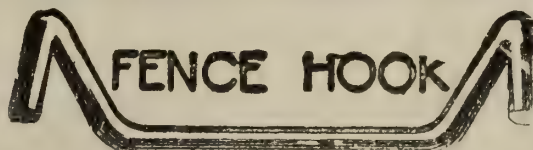
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Write for prices on our
"BLACK CAT"
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"McCOMB'S SPECIAL"

J. H. McCOMB LIMITED
MONTREAL**THE PROGRESSIVE MANUFACTURING CO.**
Torrington, Conn., U.S.A.**FORSTNER BITS**

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and a clean surface. That's performance. **THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER.** That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.

Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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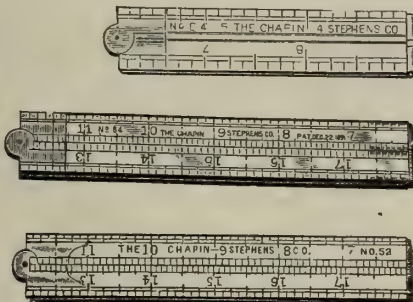
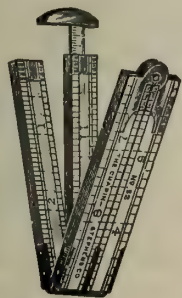
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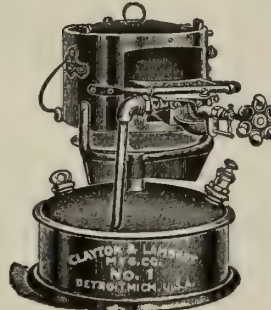
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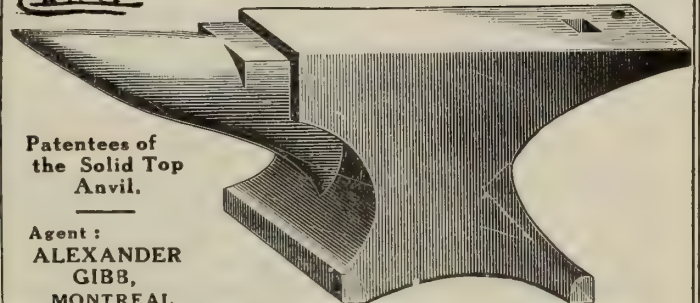
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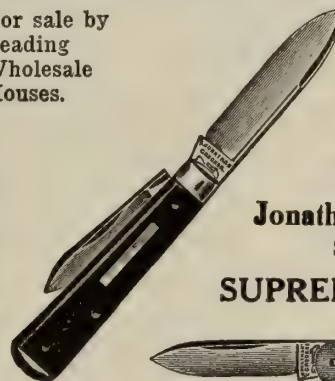
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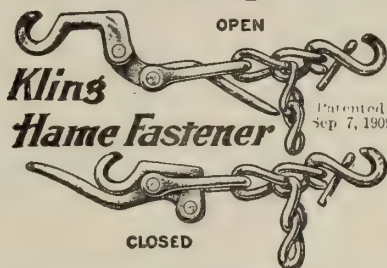
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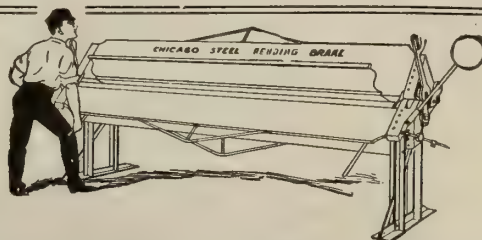
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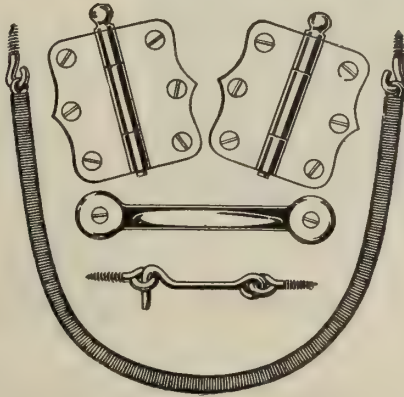
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Wrought Steel Screen Door Hardware

S.W.



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The Doors May Be Removed by Merely Slipping Out the Pins and Are as Readily Re-hung in Spring.

EACH SET COMPLETE
IN A NEAT BOX
WITH SCREWS

S.W.



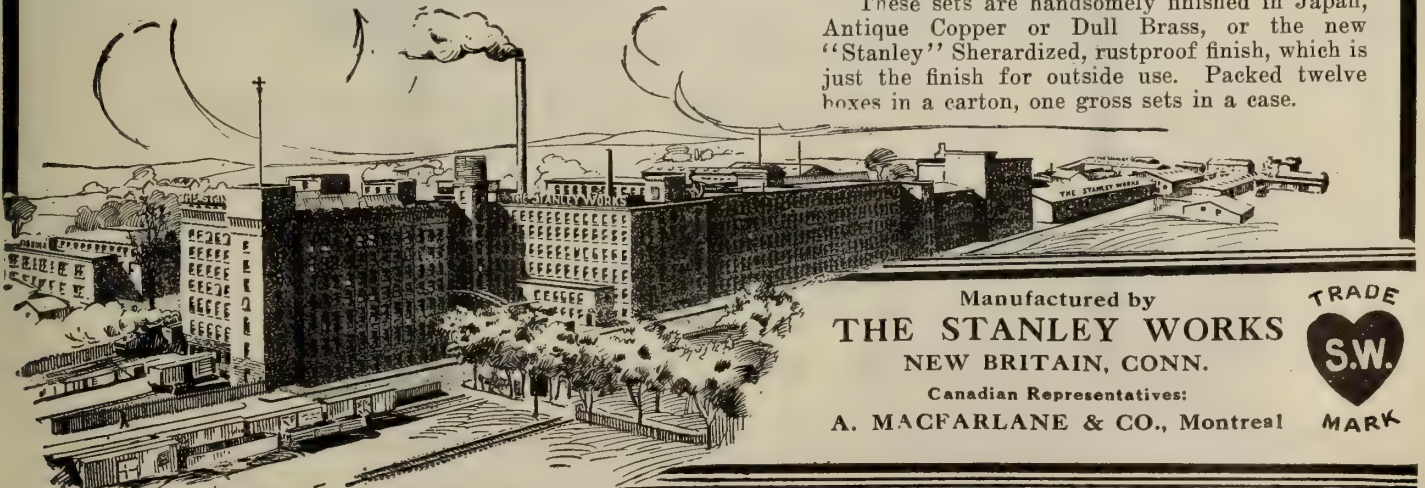
DEALERS and BUILDERS

alike are PLEASED with the high quality of the hardware and the convenient way it is packed ready for use.

Set No. 1750 consists of two 3 x 3 Ornamental loose pin Butts; one 5-in. wrought-steel pull; one No. 3 high-grade steel-wire spring, greatly superior to the ordinary screen springs; and one gate hook and eye. This is the very best set of screen hardware on the market, but sells at prices comparing favorably with other makes of greatly inferior quality.

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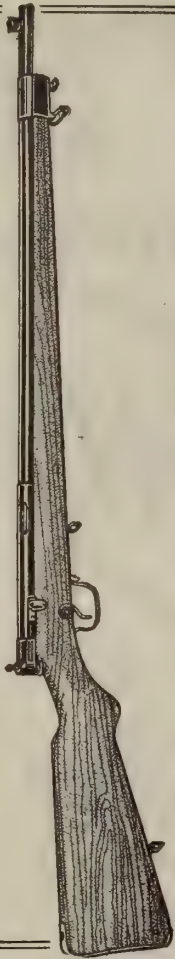
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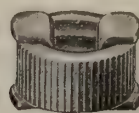
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TRIMO A "PIPING" GOOD WRENCH

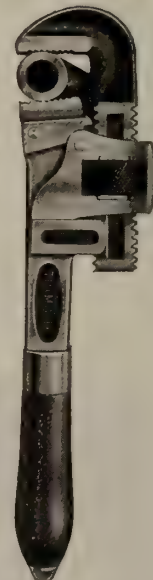


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Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6", 8", 10", 14" only.



NUT WITH NUT GUARDS



WOOD HANDLE

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FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs,
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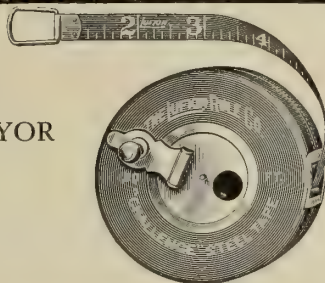
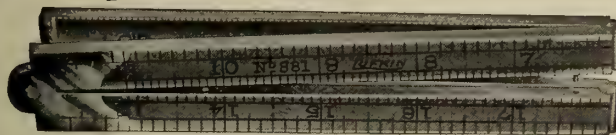
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are looking for the trade-mark

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"HENDRYX" BREEDING CAGES

A WORD FOR QUALITY

are now ready for the greatest demand which begins in January and continues through May.

Made of all metal, this cage is vermin proof. White enamelled and green
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nests with holders, four cups and six perches.

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No. 86 Japanned, 20 in. long, 10 in. wide, 14 in. high.

No. 87 Japanned, 22 in. long, 11 in. wide, 15¾ in. high.

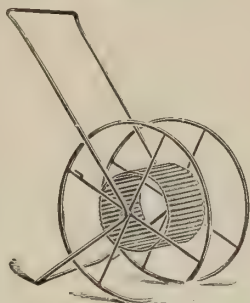
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No. 113 Japanned, 26¾ in. long, 10 in. wide, 13¾ in. high.



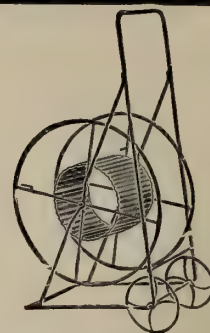
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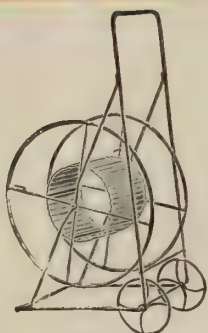
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Simple and handy to use.
Very light yet exceedingly strong.
They preserve the hose.



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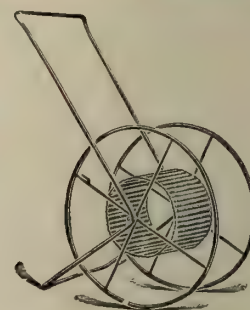
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Order NOW for spring delivery

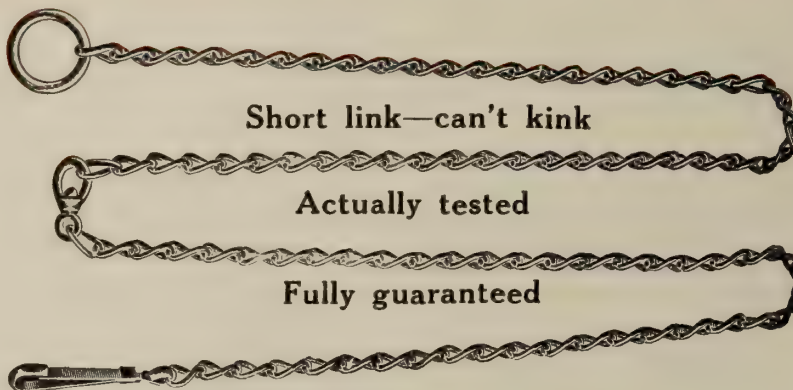
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St. Catharines, Ont.



No. 10

McKinnon Electric-Swell-Weld Tie-Outs

25%
More
Weld



Short link—can't kink

Actually tested

Fully guaranteed

25%
More
Strength

25%
More
Wear

25%
More
Value

The only welded tie-out made, and it's made in Canada

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HARDWARE^{AND} METAL

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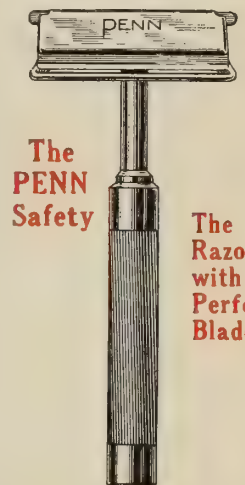
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January 30,

1915

GOOD old English steel from Sheffield! There's nothing that can beat it unless it is the peculiarly English desire for a clean, smooth shave. Let a troop train take a siding and Tommy Atkins is out with his razor and soap. That's why the greatest money-maker a hardware man can stock to-day is THE PENN SAFETY—The RAZOR WITH PERFECT BLADES.

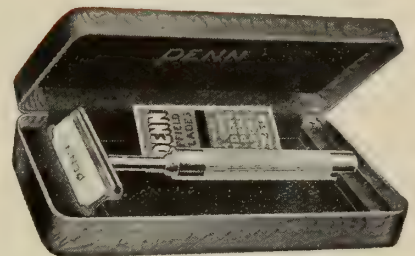
It is a razor of great simplicity, efficiency, rich appearance and low price. You can sell twenty Penn Safety Razors at \$1.25 to one at a higher price. It has taken its place as one of the six safety razors having a nation-wide sale in the United States. It is becoming as well known as Pears' Soap through its great merit as a shaving tool, its popular price, and its splendid blades of fine Sheffield steel.



Penn Safety—\$1.25

This razor, in its beautiful case, with 5 blades, re-tails for \$1.25. Triple silver-plated, with a handsomely knurled, perfectly balanced handle. Only two parts. The blades can be inserted in a few seconds and are held at just the correct angle for shaving. The drop flange guard is a great improvement in razor-making.

The spring hinge case is made of thin steel, covered with a hand-tooled material which looks like genuine Spanish leather. It is very rich looking and compact.



No. 10 Penn Safety Outfit—\$2.00

Those who travel will appreciate the Penn Safety outfit shown at the right. In addition to the Penn Safety and blades, this special case contains a silver-plated stropper and a high-grade leather strop—a complete shaving outfit packed in small compass. The purchaser can strop his own blades and save time and money.

Order these Penn Safety outfits through your regular jobber or direct from us if he does not have them. You can make money with the Penn Safety—the razor with perfect blades.

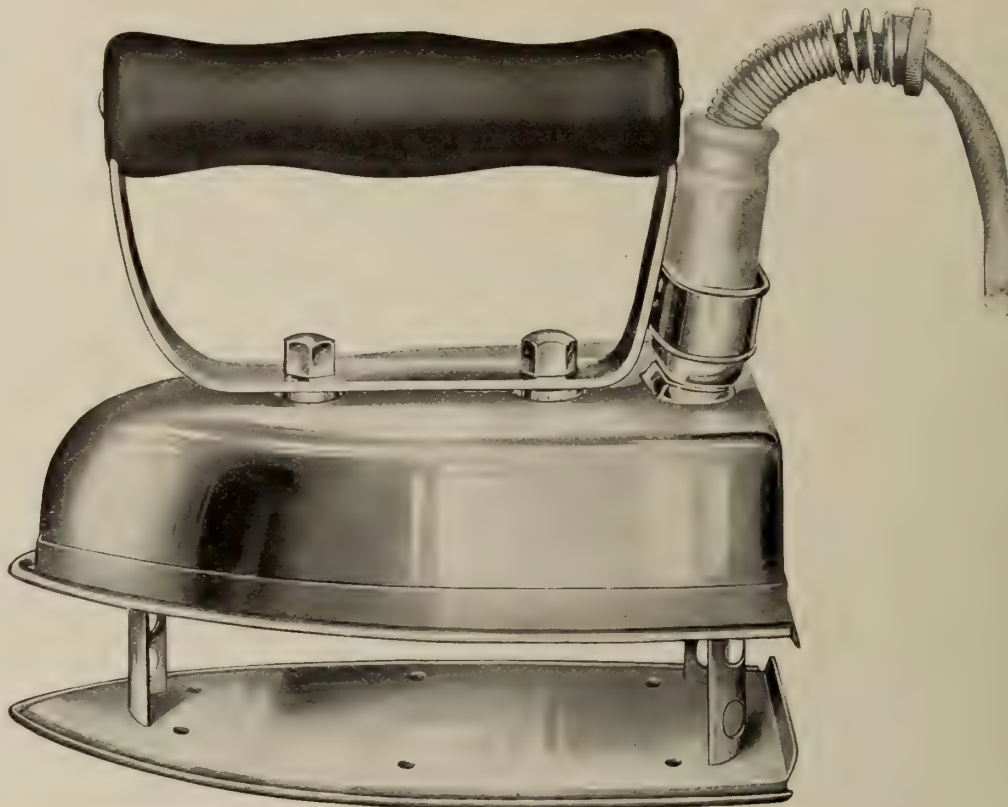


A.C. PENN, INCORPORATED 100 Lafayette Street,
NEW YORK CITY, U.S.A.

A New UNIVERSAL Electric Sad Iron to Sell for \$3.00

BUILD UP YOUR ELECTRIC IRON BUSINESS WITH THIS NEW POPULAR-PRICED IRON

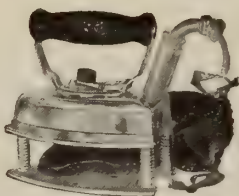
Unit of best nichrome wire wound on India Mica. Positive contacts and reinforced terminals. Arc proof connecting plug. The socket plug is separable and will break from any angle without damage to the fixture. Remember, this iron will pass any laboratory life test and is guaranteed for five years.



E903 with stand, Eastern Zone, Price \$3.00
E903 " " Western " " 3.25

The Western Zone includes all territory west of Winnipeg.

Finished in either full nickel or with bauer half finished base.



E9021 UNIVERSAL Tourist
Electric Sad Iron, complete
with velvet bag, \$3.75.

Two other UNIVERSAL Electric Sad Irons

Every newest improvement is embodied in the UNIVERSAL Tourist Iron and the Iron De Luxe. Built on the famous UNIVERSAL Thermo-Cell principle which causes the heat to radiate through the bottom or ironing surface only, thus preventing its natural tendency to rise.



E901 UNIVERSAL Iron De Luxe
Eastern zone with stand, \$4.00
Western " " " 4.50

For prices etc., write to your Jobber or direct to us.



LANDERS, FRARY & CLARK
NEW BRITAIN :: CONNECTICUT



IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
 OF CANADA LIMITED
 DUNDAS - ONTARIO
 MONTREAL—WINNIPEG—VANCOUVER



Richards-Wilcox
BALL-BEARING
GRINDSTONES

are without an
 equal for
STRENGTH,
EASY-
RUNNING
 and
DURABILITY.
 Genuine Berea
 Grit

THE LINE

No. 300—"Cycle."
 No. 400—"Victor."

No. 025—"King."
 No. 320—"Family."

All Ball-Bearing and Guaranteed.
PUT A COUPLE OUT IN FRONT AND LET THEM
SELL THEMSELVES.

Richards-Wilcox **CANADIAN**
COMPANY, Ltd.
LONDON, ONT.

Order STANLEY No. 3000
"TWINROLD" SELF-TIGHTENING
 COILED DOUBLE
BOX STRAPPING
 See page 71
 The STANLEY WORKS, New Britain, Conn.
 Canadian Representatives:
 A. MacFarlane & Co., Coristine Bldg., Montreal.

Nails on
 RIB CENTER
 Can't Slip.

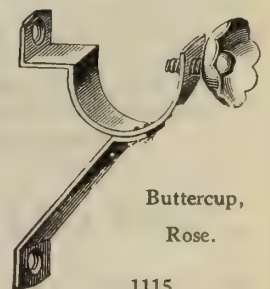
Nails driven
 obliquely on
 RIB CENTER
 Tighten Strap

300-FOOT COIL

CURTAIN POLES AND FITTINGS. STAIR RODS AND EYES



Solid Brass Cased Rodding. Cast Ends.
 These Rods are far superior to light angle tube.



G. B. BIRCH, THE CHEAPSIDE BRASS FOUNDRY, Birmingham, England



Business as Usual

Thanks to the loyalty of our customers and the popularity of Keystone Brand Brushes and Brooms, we have been able to keep our factory running full time with a full staff during the year 1914. The prospects are that we will have to increase our staff in the near future and thereby employ more Canadian labor.

Will you help us to do it?

Stevens-Hepner Co., Ltd.
Port Elgin, Ontario

*Your Food Chopper Sales
will Steadily Increase*

If you sell the

"NEW STANDARD"

Exclusive features: By means of a Lever Lock it opens wide like a book and is instantly and easily cleaned. Shear Cutting — Self-Sharpening. Chops without mashing. Double Tinned, which makes a perpetual and lasting finish. Positive table clamp prevents machine from shifting while in use. Easy to operate.

These "New Standard" features are a combination that gives users highest satisfaction and dealers a splendid recommendation.

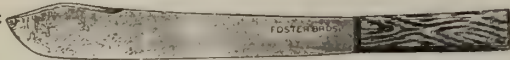
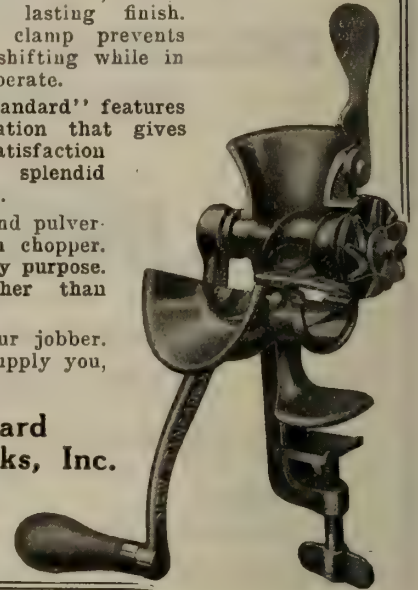
Three knives and pulverizers with each chopper. A size for every purpose. Price no higher than others.

Order from your jobber. If he cannot supply you, write us.

**New Standard
Hardware Works, Inc.**

FRED E. LAKE, Ottawa,
Ont., representative for Eastern Canada.

MOUNT JOY, PA.



Long years of experience in manufacturing up-to-date cutlery has placed the name of Foster Bros. as the "Seal of satisfaction" on every piece of cutlery we sell. Every safeguard has been provided to insure long life to our products, great care has been exercised in their making and their finish is extra fine.

We offer a complete line of butcher knives, cleavers and steels. All hand-forged double shear steel, hand-ground and tempered in a manner that has made them world-wide for their wonderful cutting qualities.

No brand of cutlery is more favorably known today. It has been on the market for 25 years. Our cutlery is carefully inspected before leaving the factory, and is guaranteed to give satisfaction and to be the highest quality it is possible to produce.

*Do you carry them? If not, ask your
jobber for particulars or write for
descriptive catalogue.*

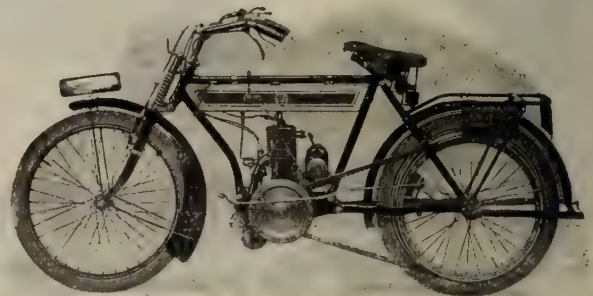
JOHN CHATILLON & SONS

85 Cliff St. - New York City
Scale Makers Since 1835

The "Saltley Vulcanus" 2 $\frac{1}{4}$ h.p. Two-Stroke Light Motor Cycle

LIST PRICE
23 Guineas

LIST PRICE
23 Guineas



Complete as illustration, with A.M.A.C. Carburettor, U.H. Magneto. Michelin Tyres, 24 in. by 2 in. **Very Silent Running.** The Cheapest Motor Cycle on the Market. No Better Value obtainable. All Parts Guaranteed.

THE SALTLEY CYCLE COMPANY

86 Snow Hill, BIRMINGHAM, ENGLAND
Telegrams: "EXPORTER, BIRMINGHAM."

THE NAME **DISSTON**

on Saws, Files, Levels or Other Tools

IS A CASH ASSET

TO

Hardware Merchants

It's an assurance that High Merchandise Standards are maintained in the store.

The Dealer who fails to take advantage of this **DISSTON** reputation, lets a trade-winning, money-making opportunity slip by.



WE ARE
Headquarters
for

Disston Goods

WRITE US FOR PRICES

Disston Files

ARE MADE

of the Highest Grade Crucible Steel,
Thoroughly Hardened and Carefully Milled,

AND ARE USED

to Sharpen every Disston Saw made and for every purpose to which a File is put in an Extensive Manufacturing Plant, turning out the enormous quantities of goods made

by Henry Disston & Sons

Put Disston Saws, Files and Tools in your Windows and Show Cases—Profit by their Reputation and Good Name.

IT'S THE MODERN METHOD—IT'S GOOD BUSINESS.

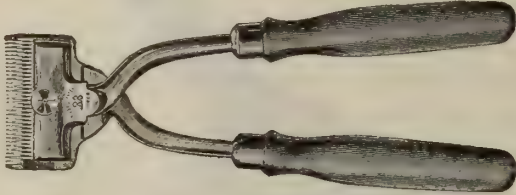
LEWIS BROS., LIMITED, MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

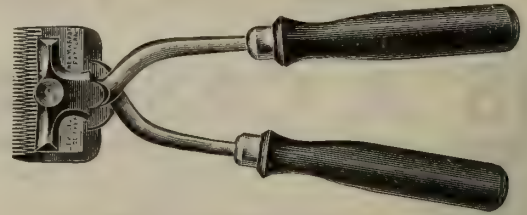
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

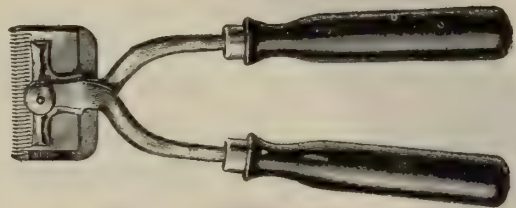
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

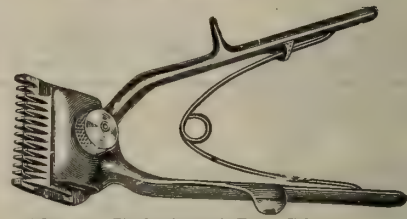


NEW MARKET PATTERN
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

TOWNSEND GAVE TO THE WORLD
THE BALL BEARING LAWN MOWER



**No Noise
But the
Swish of
the Blades**

Runs easy. Fascinates the purchaser and converts him into a sub-agent.

Whoever starts to sell Townsend Mowers, continues to do so.

For sale by all Canadian Jobbers.

ASK FOR CATALOG

**S. P. Townsend
& Company**

ORANGE . N. J.



Edge incurled downwards with heavy roll.

Self-righting tinned bail. Springs upright and stays upright.

The name "BEACON" embossed on every lantern.

Multiple match scratcher. Not found on any other lantern made, and fully patented.

Patent extinguisher. An exclusive feature used only on the "BEACON." Serviceable, Simple and Safe.

Short, wide globe — short to get away from the heat above the flame — wide to get the hand in.

Large tinned steel nozzle, double seamed, soldered and fitted with brass cap.

10 lbs. pressure tests every inch of this seam on every lantern. The bottom itself is corrugated radially. This is a feature of the "BEACON" found nowhere else.

Tinned wire ring, firmly clinched and upright to receive finger.

Ears clinched into tube and flushed with solder. Nothing stronger made.

Tubes double seamed into lantern head and soldered inside.

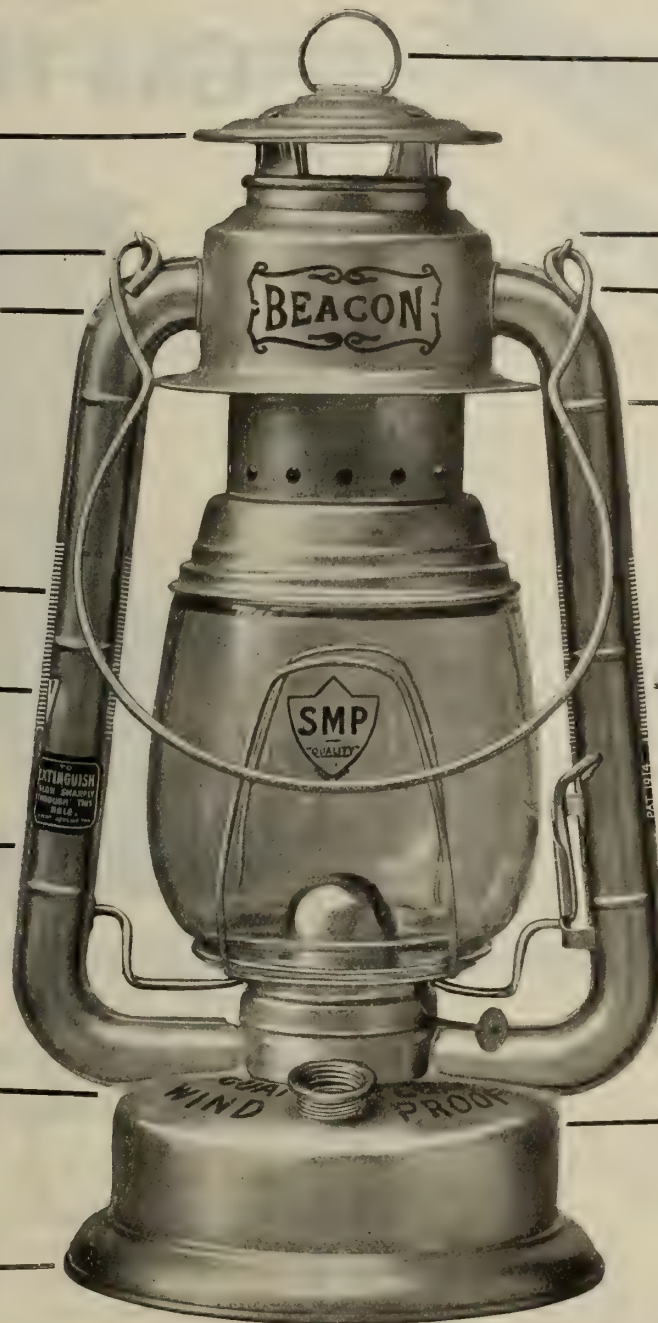
Strengthening ribs on tubes.

Safety globe guard. No other lantern globe is so well protected.

Inside globe lift. Not in the way and always works.

Taper fit tinned steel burner — burner cannot become loose.

Single deck bowl, embossed and with rounded top. The "BEACON" way of attaching the tubes and burner to the bowl is the strongest way by test.



Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL

TORONTO

WINNIPEG



*Cash
in on Human
Nature*

Give the average person a paint brush and he's happy---

WHY ? Because it gives him pleasure in seeing the remarkable and agreeable improvement which a little paint or varnish makes; because at a small cost he beautifies, protects and greatly enhances the value of his property—it is human nature to like to paint.

When you sell a can of Sanitone or Sun Varnish Stain---

you not only make an immediate profit, but you clinch a customer, who will buy from you again, when he requires paints or varnishes, because what he bought before, has given results that please him. Advertising and salesmanship may sell a can of paint or varnish once—but the second sale depends entirely on the job the first can produces.



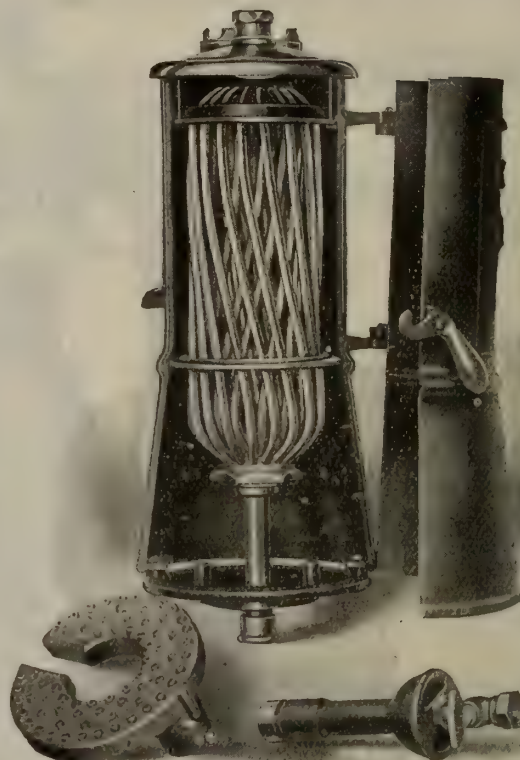
TRADE MARK

**THE CANADA PAINT CO
LIMITED**

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX
OXIDE MINES-RED MILL-QUEBEC

Stack Gas Heaters



One minute after they're lit they give hot water continuously at the tap.

Stack heaters are guaranteed to produce more hot water for a given quantity of gas, and to last longer than any other copper coil heater of equal capacity.

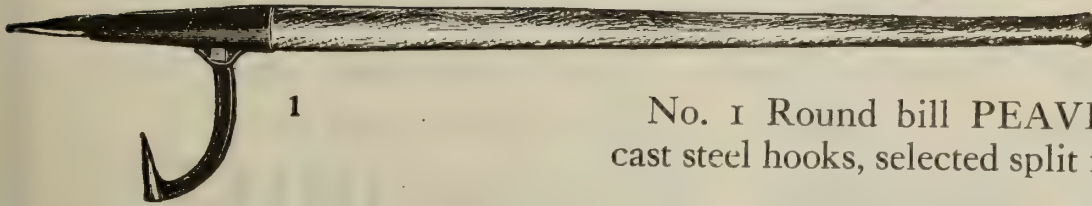
A PEACH FOR THE PRICE and one that is certain to find many buyers.

Place your order now for Spring delivery.

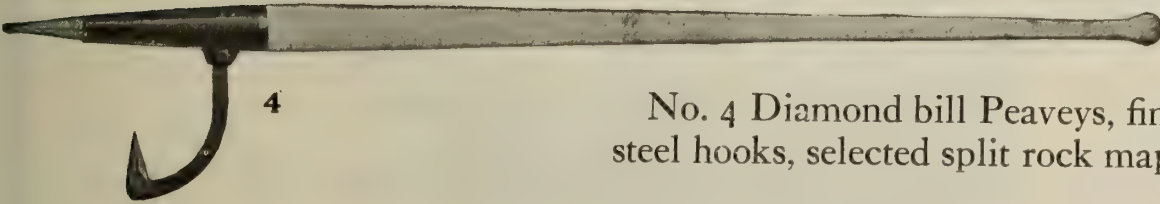
**THE JAMES MORRISON BRASS
MANUFACTURING CO., LTD.**

93-97 Adelaide Street West, Toronto

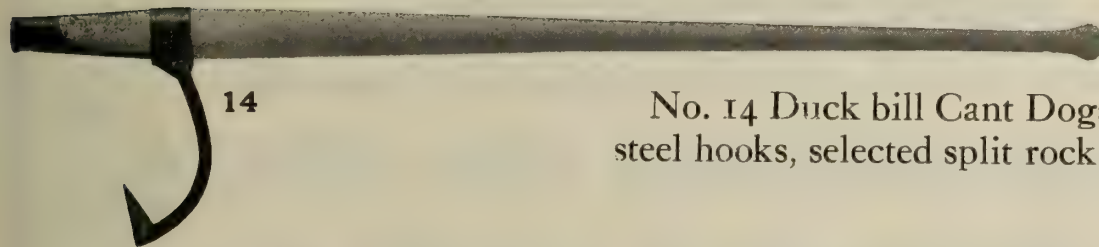
LUMBERING TOOLS



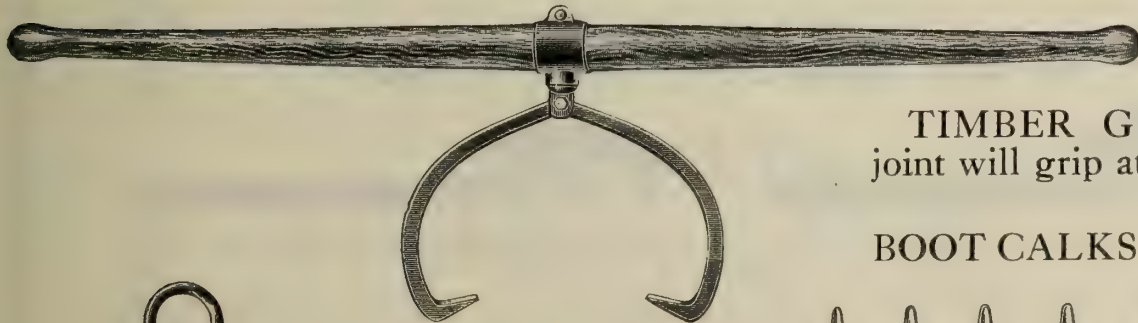
No. 1 Round bill PEAVEYS, fine, crucible cast steel hooks, selected split rock maple handles.



No. 4 Diamond bill Peaveys, fine, crucible cast steel hooks, selected split rock maple handles.

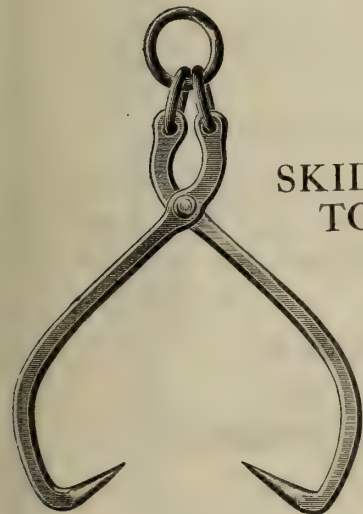
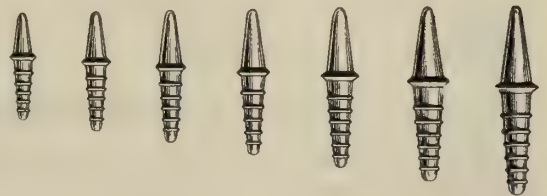


No. 14 Duck bill Cant Dogs, fine, crucible cast steel hooks, selected split rock maple handles.



TIMBER GRIPS. Swivel joint will grip at any angle.

BOOT CALKS, all sizes.



SKIDDING
TONGS

No. 31
for
large or
small
logs.

No. 31

Caverhill, Learmont & Co.

HEAD OFFICE AND
WAREHOUSES

MONTREAL

BRANCH
1073 Hamilton St.
VANCOUVER

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on **CANADIAN HARDWARE**. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

"W & B" Pipe Wrenches the Only Pipe Wrenches

MADE IN CANADA

The line comprises all sizes from 6 to 48 inches



"W & B" Wood Handle Grips. Length open
6 to 14 inches.



"W & B" Steel Handle Grips. Length open
18 to 48 inches.

These types of "W & B" Wrenches are particularly adapted for the proper handling of metal pipe.

The movable jaw with sharp-edged, grooved teeth, gives a sure grip.

Other patterns of "W & B" **SCREW WRENCHES MADE IN CANADA** at our St. Catharines factory, are our Machinists' Knife Handle, "Railroad Special," Regular (Agricultural Pattern). Adopt this established line as your standard **CANADIAN MADE WRENCHES**.

Complete information and catalog No. 82 on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years

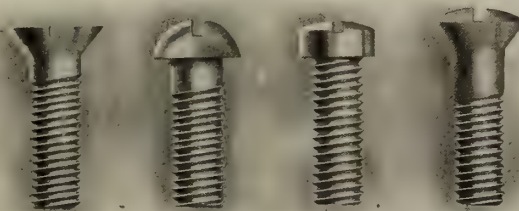
ST. CATHARINES, ONT.

THE STEEL COMPANY OF CANADA

HAMILTON, CANADA LIMITED

THREADED PRODUCTS

THE
THREADS
ARE
TRUE



THE
HEADS
ARE
PERFECT

WOOD AND MACHINE SCREWS

BRIGHT WIRE GOODS

WROUGHT PIPE AND NIPPLES

BOLTS

BOOT CALKS



*Our stocks are complete, which
enable us to give prompt service.*

SALES OFFICES:

HAMILTON
VICTORIA

MONTREAL
VANCOUVER

TORONTO
ST. JOHN

WINNIPEG
HALIFAX





Galvanized Garbage Cans

Nestable

Save Freight

Fitted with Bail and Back Handles.

Take up very little space in the store.

Cannot rust, as cans are heavily galvanized after being made up.

Made to stand hard usage.

The Seamless Cover locks on and cannot be nosed off by dogs or blown off by the wind.

They meet the requirements of the Sanitary Laws and in every way are right up to date.

Three sizes in stock	Nos. 2	3	4
Imp. Capacity - -	Gallons 8	10	15

The Thos. Davidson Mfg. Co., Ltd.

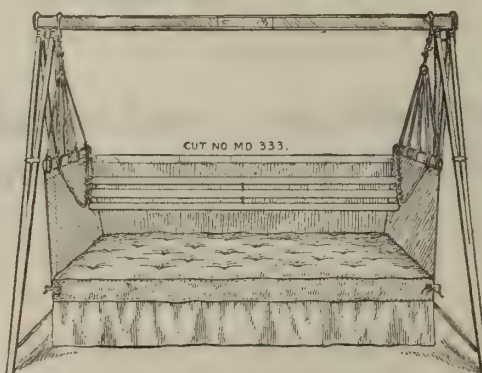
Toronto

Montreal

Winnipeg

THE PALMER'S PATENTED HAMMOCKS, COUCH HAMMOCKS AND ACCESSORIES

New York Office:
55 Worth St.

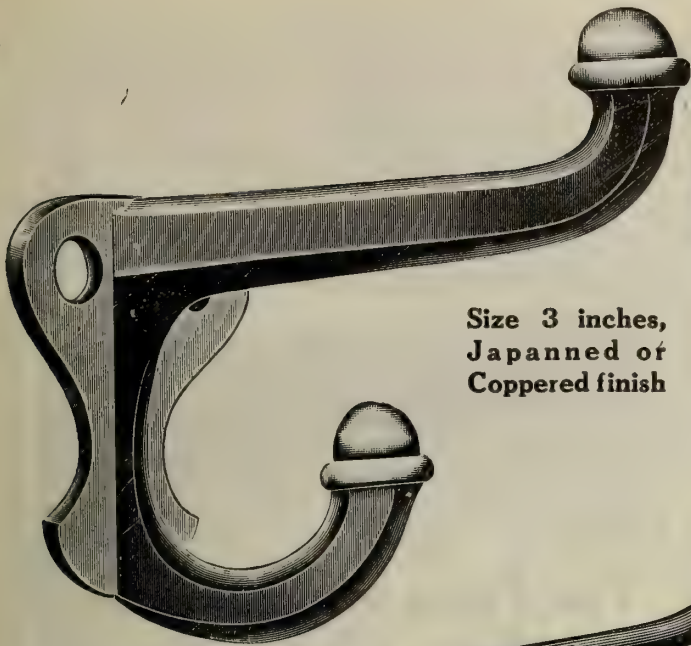


Canadian Office:
200 McGill St., Montreal
R. N. Scott, Representative
Write for Catalogs and
Price List.

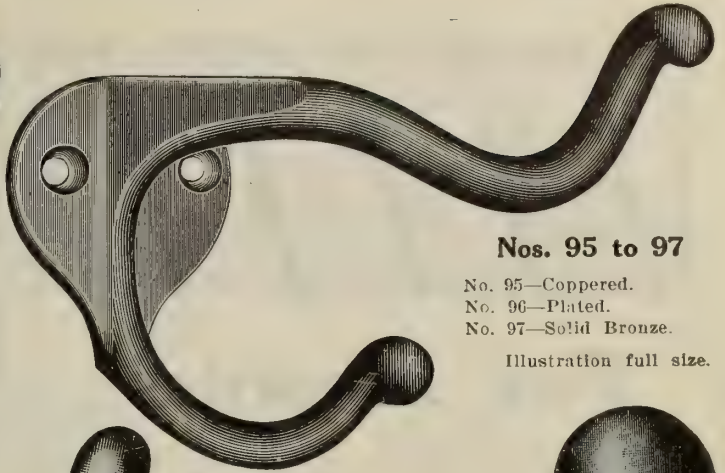
THE I. E. PALMER CO.

ARAWANA MILLS

MIDDLETOWN, CONN., U.S.A.



Size 3 inches,
Japanned or
Coppered finish



Nos. 95 to 97

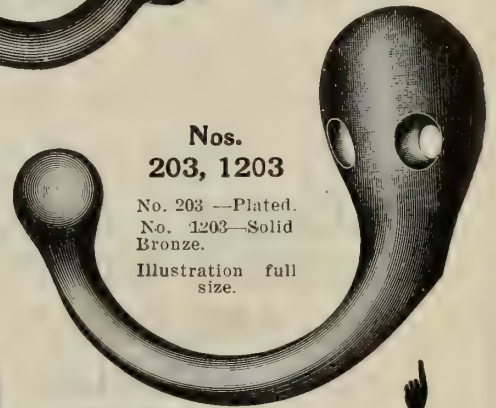
No. 95—Coppered.
No. 96—Plated.
No. 97—Solid Bronze.

Illustration full size.



**HALL OR OFFICE
HOOKS**

No. 105—Plated.
No. 1105—Solid Bronze.
Projects 6 inches.
Illustration full size.



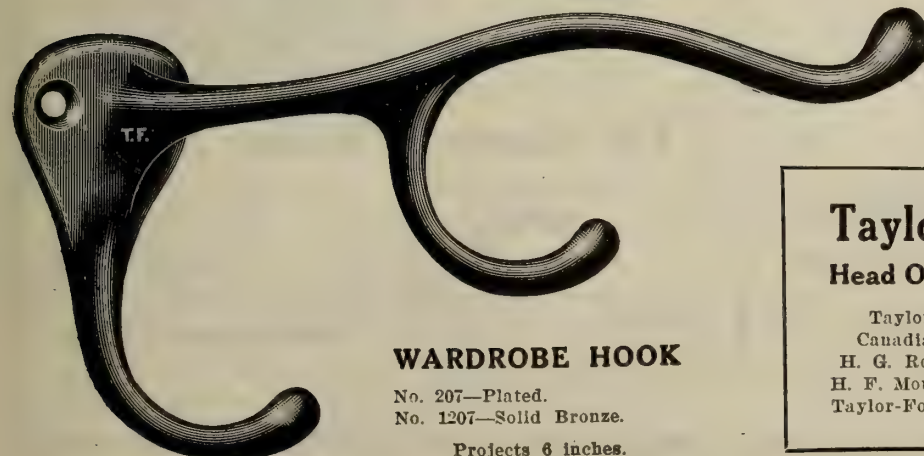
Nos.
203, 1203

No. 203 —Plated.
No. 1203—Solid
Bronze.

Illustration full
size.

WARDROBE HOOKS

**HAT
AND COAT
HOOKS**



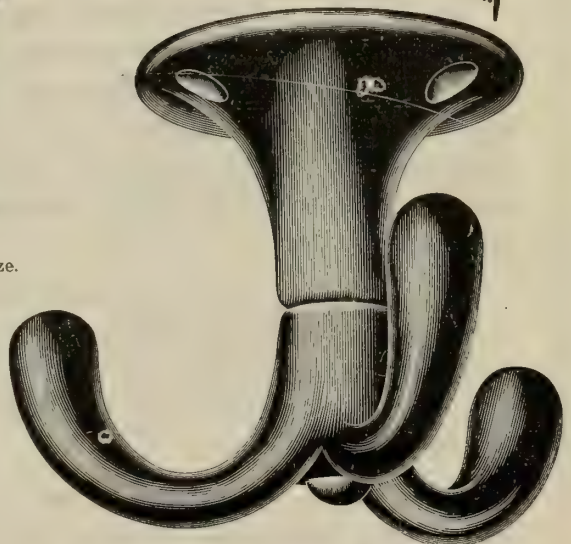
WARDROBE HOOK

No. 207—Plated.
No. 1207—Solid Bronze.

Projects 6 inches.

No. 102—Plated.
No. 102½—Japanned.
No. 1020—Solid Bronze.
No. 1021—Brass.

Illustration full size.



Nos. 206, 1206

No. 206—Plated.
No. 1206—Solid Bronze.

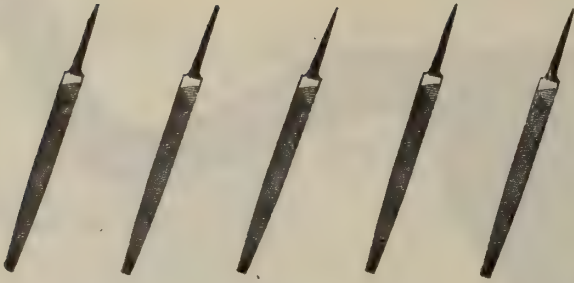
Illustration full size.

*If your Jobber does not have
them, we'll supply you quickly*

Taylor-Forbes Co., Limited

Head Office and Works: GUELPH, ONT.

Taylor-Forbes Co., 246 Craig St. W., Montreal.
Canadian United Mfrs. Agency, London, England.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travelers Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.



Five Favorites

The lion's share of the files used in Canada are these five famous brands:

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

Made in Canada

Most users prefer them because they reflect 50 years' experience in making good files. Because they never vary in quality or work. Because a sixty-million output yearly means maximum value at minimum cost.

With 4,000 patterns to select from—with huge stocks ready to ship at a moment's notice—we guarantee you the right files at the right price, at the right time.

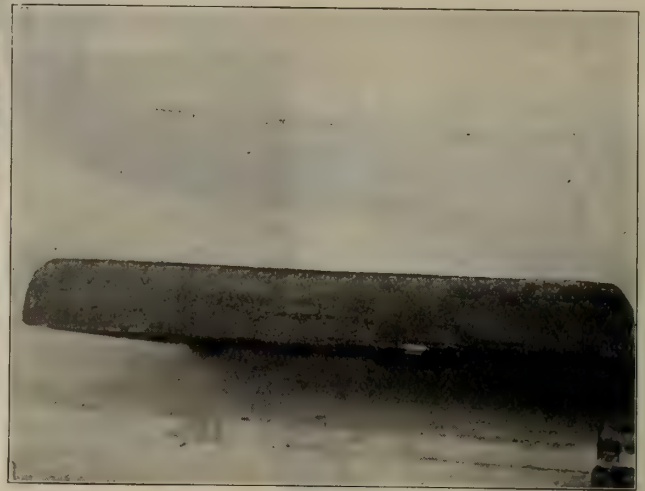
And we're showing your trade that "it costs less to use more." Teaching them to use more Files.

That means **GOOD BUSINESS** for you.

Nicholson File Company

PORT HOPE Jobbers Everywhere **ONTARIO**

Read "File Philosophy" and be an authority on files. A copy with our catalog will be sent you free on request.



The Fight for Durability

Chapter VII.

TONNAGE vs. QUALITY

The first sacrifice demanded by durability is the elimination of all thoughts of tonnage.

Ingots must be cropped, i.e., the top end of the ingot is always dirty, due to the impurities rising to the top of the ingot while in the mold, and to some of the free gases being forced into the portion which solidifies last, forming a honeycombed top.

Sometimes the top of the cooling ingot sinks down in the centre just as dough will drop in making bread. This hole is known as a pipe, and the piped bar which results from rolling such an ingot will result in an imperfect sheet.

Many failures of steel rails and rapid rusting of sheets, roofing, etc., are due to the fact that this piped end is not cut off far enough back in the good metal to insure all traces of the pipe and impurities being removed.

ARMCO IRON Resists Rust

The illustration shows the end of a bar that comes from an ingot that has not been properly cropped.

When rolled into a sheet this defect will sometimes hide itself from the naked eye. If galvanized, an inferior coating results.

The demon of rust inevitably finds and attacks this weak point. The analysis may not reveal defects of this character. Therefore, we find it necessary to exercise the most rigid inspection and to crop far more severely than in ordinary Open Hearth practice. It cuts down the tonnage and increases the cost, but it insures to you the highest rust-resisting quality in Armco-American Ingot Iron.

The American Rolling Mill Co.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

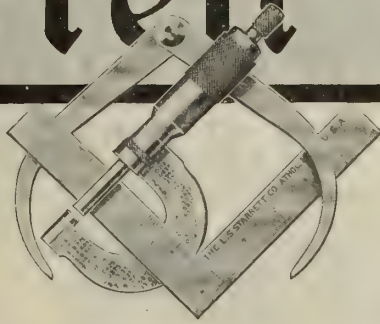
Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco - American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, and Cincinnati.

Starrett Tools



Every Mechanic is a Possible Customer

Not far from **your** store are many machinists, carpenters, electricians, and other mechanics who are logical buyers for Starrett Tools. Machinists form the backbone of this tool trade, but many special tools bring in other classes of mechanics as well as amateurs and home owners.

What a Line of Starrett Tools Includes:

In any stock of Starrett Tools there should be steel rules and tapes, calipers and dividers, steel squares, bevels, levels, protractors, combination sets, micrometers, vernier calipers, surface gages, speed indicators, hack saws, cabinet scrapers, screwdrivers, etc.

Chief Selling Points:

Briefly, the selling points of Starrett Tools are accuracy and efficiency. Every tool is guaranteed to be mechanically accurate. In addition these tools, designed by practical men, may be used on a larger variety of work and on more special operations than any others. The graduations are etched clean and sharp by a superior patented process.

Who Makes Them:

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By displaying any line in your window, you increase your chances for getting business where the need or demand already exists. When you display Starrett Tools you get this same benefit and also create a larger proportion of new business than on almost any other line because mechanics see a new kind of tool, buy it, and use it to advantage when otherwise they would make shift without it.

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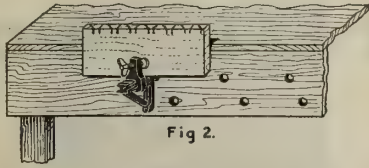


Fig. 2.

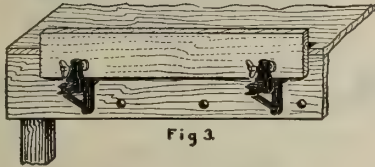


Fig. 3.

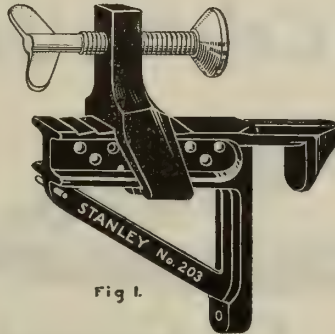


Fig. 1.

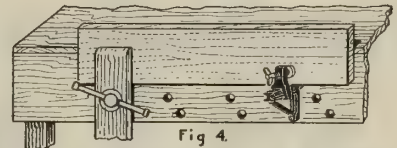


Fig. 4.

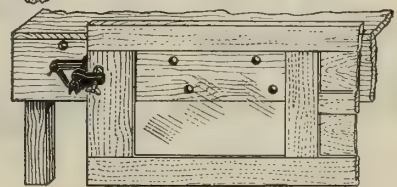


Fig. 5.

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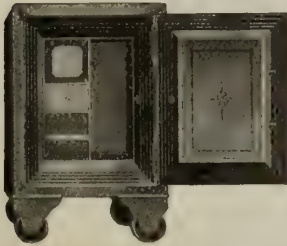
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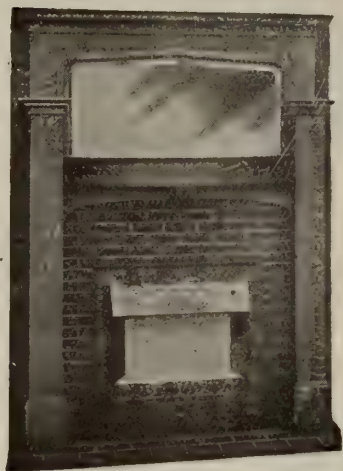
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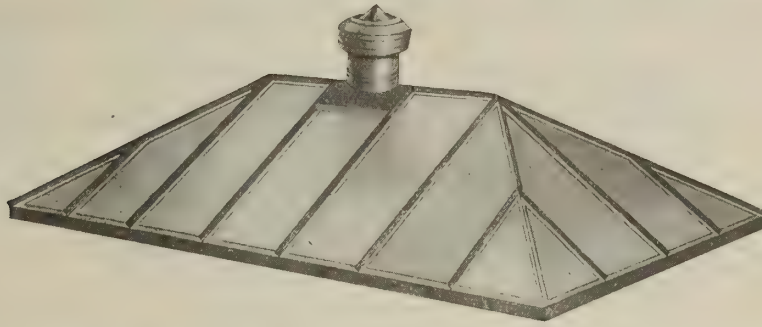
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Every Housekeeper is looking for a washer that has few parts to care for and simple mechanism that does not get out of order.

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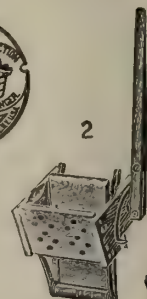
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Inches	8½x5½	9x6	9½x6½
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Body of Pail made of I. X. Tin Plate, in ONE PIECE, and reinforced with neat flat beads.

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28 "Service" Branches Throughout
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, JANUARY 30, 1915.

No. 5

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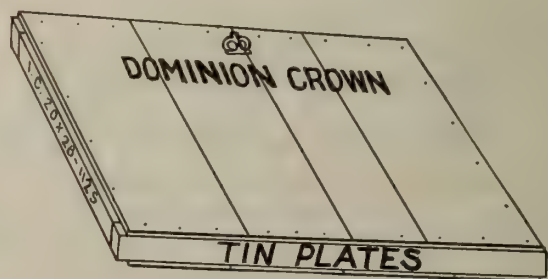
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Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE^{AND} METAL

Vol. XXVII.

JANUARY 30, 1915

No. 5

Flaxseed and Oil Situation

Situation in Oil Which Has Appeared Rather Confusing of Late is Now Clearing — Reasons for Recent Advances—Good Demand for Oil Cake—The European Demand and its Effect Here.

THIS is a time when all business men admit their inability to determine with any degree of certainty what is going to develop. There is no precedent, and outlining any policy far in advance must of necessity be largely guess work. This general state of things has a good deal to do with the particular position of linseed oil at the present time.

All in the trade know the rapid advances this product has made in the past two or three weeks. Many, however, do not know the cause for these advances. It is doubtful if anybody understands all these causes, but a certain amount of information is available, and this information seems to indicate that the present prices will decline slightly—or, in any event, that no great further rise may be expected.

Big European Demand.

The Argentine crop of flax is always a factor upon which the price of seed in the States and in Canada largely hinges. At the outbreak of war it was expected that the foreign demand for this Argentine product would be greatly reduced. This, taken in conjunction with the reports of a very large crop in the Argentine, leads dealers to believe that the American market would be flooded with Argentine flax. Only in the past few weeks has it become apparent that quite the reverse is true. In the first place, there is good reason to believe that the reports of the crop in the South American Republic were exaggerated. Then the demand from Europe, instead of being less than usual, has been very much greater, the countries there paying large prices for flax. During January prices in Holland ranged from \$1.90 to \$2.02, and in view of this it is small wonder that reports show 3,200,000 bushels were shipped to Europe from the Argentine in January, during which period there were no shipments to the United States whatever.

What is causing the large European demand is somewhat hard to understand.

It is stated, however, on very good authority that paint concerns in the Old Country are doing excellent business—fully up to former years. They are working hard for business, and they are reaching after and securing a good deal of the trade which formerly went to Germany.

Results of Christmas Window Display Contest

The judges in Hardware and Metal's Annual Christmas Window Display Contest have announced the following prize winners:

Places of 5,000 and over.—First prize, H. W. Parr, Sommerville Hardware Co., Edmonton; second prize, Chas. Byford, c/o the Bond Hardware Co., Guelph, Ont.; third prize, R. T. Thornhill, c/o P. Hymmen Co., Berlin, Ont.; fourth prize, Fred J. Mills, c/o Mills Hardware Co., Hamilton, Ont.

Places 5,000 and under.—First prize, W. A. Evans, c/o D. Leckie, Kelowna, B.C.; second prize, John F. Bingham c/o Binn's Hardware, Newmarket, Ont.; third prize, Carter Bros., Picton, Ont.; fourth prize, A. L. Shiells, Kincardine. Full particulars with prize winning windows will appear in future issues of Hardware and Metal. The judges were: C. W. Conn, vice-president, Ontario Retail Hardware and Stove Dealers' Association; H. H. Black, of the Canadian Window Trimmers' Association; Chas. E. Sreaton, sales manager, H. S. Howland, Sons & Co.; T. B. Costain, managing editor, MacLean Publications and former editor of Hardware and Metal.

Canada Exporting Flax.

So big is the European demand, in fact, that almost for the first time Canada is exporting flax to that market.

In connection with linseed oil, it must be remembered that the sale of oil cake is a very important feature. In the cake, in fact, lies much of the profit there is in crushing the oil. When war was de-

clared, fear was felt that the demand for cake from Europe would be greatly reduced. This would mean that oil cake would have to be stored here. In itself this storing would be a costly proceeding. It would, moreover, at the very best, delay the securing of profits.

Call for Oil Cake Improved.

Far from the demand for oil cake being destroyed, however, it seems that it is now better than ever. A large producer of oil in Winnipeg stated this week that never before has it been possible to secure such good prices for oil cake as those now being obtained in Holland. Apparently, moreover, there is no reason why this demand should fall off.

It was the sudden realization that oil is still wanted in Europe, and that there is still a market there for oil cake, which caused a flurry on the American market, resulting in the rapid advances in linseed oil, which were reported during the last two or three weeks. This flurry is now subsiding, and the impression is that prices will do no more than hold steady. As always, the rising market brought out heavy buyers. Now flax-seed has fallen off slightly, and a decline would seem possible. On the other hand, a steady demand, which is being felt from Europe, coupled with a very satisfactory demand from Canada and in the United States, is considered more likely to hold prices somewhere in their present neighborhood.

At the start of the war wholesalers placed sparing orders for oil. They did not know what was going to happen, and did not know what would be required. Now general conditions seem very much more favorable, and these orders have been largely increased. It seems, indeed, that the sales for this year will compare favorably with other years, everything being considered.

Summing up, the oil situation appears to illustrate how difficult it is to determine what may develop in times of war. It seems, however, that the situation is now clearing, and that dealers may look for steady prices.

Annual Meeting Saskatoon R.M.A.

Banquet and Annual Meeting of the Saskatoon Retail Merchants' Association Held on Jan. 21—Endeavoring to Make City Big Retail Centre—Preparations For Forthcoming Convention in May.

THE annual meeting of the Saskatoon Retail Merchants' Association was held on January 21. J. L. S. Hutchinson, of the Saskatoon Hardware Company, Limited, who for the past two years has been president of the association, retired from the presidency, and C. T. Woodside was unanimously elected for the next twelve months, and in addition to the other officers appointed, committees were elected to carry out the arrangements for the Retailers' Convention, which is to be held in the city, May 11, 12, and 13, when between 500 and 600 delegates are expected to be present from all parts of the province. One of the most important proposals dealt with was that of running frequent excursions into Saskatoon during the summer from various country points, in order to build up Saskatoon as a retail centre, the excursionists to be repaid a certain percentage of their purchases from members of the association.

Mr. Hutchinson's Address.

Before the business proceedings an excellent luncheon was served. J. L. S. Hutchinson afterwards presided, and the success of the association during the past year, as reflected in the large attendance at that gathering, was the note which ran through his opening address. Regina, Moose Jaw, and Weyburn were also, he said, meeting with great success in the work of the association. Referring to the benefit which accrued to Saskatoon by the head office of the association being located in this city, he reminded the retailers that they also derived benefits from membership in the Provincial and Dominion Association. He referred to the reciprocal benefits to be derived by the retailer and the farmer, and hoped the membership of the association during the ensuing year would be trebled. He believed that within a few months' time they would be able to place an insurance scheme before the members which would save them in premiums from 25 to 50 per cent., and would not depreciate their policies one iota, because they would be standardized, and would not contain any catch clauses.

Mr. Hutchinson also touched upon various phases of the year's work of the association, and the saving which was effected to retailers especially by taking advantage of the credit rating system. Past and prospective legisla-

tion in the interests of retailers was also touched upon. Speaking of the forthcoming Retailers' Convention, to be held in Saskatoon on May 11, 12, and 13, he said he believed that it would be the largest retailers' convention ever held in the province, and hoped every member would do his best to make it a huge success. As he retired from the position of president of the association, after two years, he hoped that the officers to be elected for the ensuing year would be "live wires," increase the membership of the association, and keep the good work going.



J. L. S. HUTCHINSON,

of the Saskatoon Hardware Co., Ltd., Saskatoon, Sask., retiring president Saskatoon Retail Merchants' Association.

F. E. Raymond, secretary, gave a very comprehensive report of the year's work of the association, dealing with all the questions which had been brought before them during the twelve months, and showing that the association is very much alive to the interests of retailers, both in the city and country.

At the close of 1914 the association had 83 members, 42 of whom were in good standing. He pointed out in regard to their credit rating system that they had approximately 5,000 names on the file and in some cases as many as eight or ten ratings on the same party, and the number of names on the file was being added to continually.

The President, commenting on the

business tax, which they had asked the council to reduce, said that while the tax at Regina and Moose Jaw was higher than at Saskatoon, at Prince Albert they had been promised a reduction of 40 per cent. They did not want it done away with, but they felt the retailers should be encouraged rather than discouraged by the City Council.

The president's and secretary's reports were adopted, and J. M. Brayey, in the absence of F. E. Guppy, read the treasurer's report, which showed that they commenced the year with \$98.12 cash in hand and finished the year with \$267.12 in hand.

The following officers were then unanimously appointed:—President, C. T. Woodside; first vice-president, Harry Tupling; second vice-president, F. E. Fawcett; hon. secretary, J. H. Sewell; treasurer, H. O. Jones.

In connection with the forthcoming convention, the following were appointed:—Billeting committee, C. D. Mitchner, A. W. Wylie, and F. Holmes; entertainment committee, J. Burton, Ald. Paul, H. J. Currie, Twiss, J. A. Pretty, D. F. Streb; reception committee, J. A. Pretty, E. J. Meilicke and F. M. Beatty.

It was intimated that during the convention, in addition to the business meetings, there would probably be lectures on various subjects in the evenings, theatre parties in the afternoons, a banquet, a performance of the oratorio, "Elijah," and probably lectures by Dr. Krebs on business methods and salesmanship.

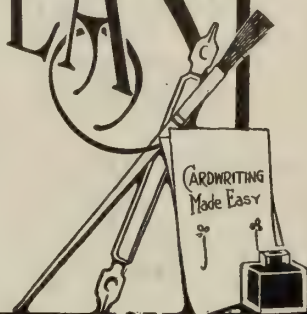
H. Tupling, in thanking them for the honor they had conferred upon him, spoke of the spirit of co-operation which should exist amongst the retailers of the city, and said he should like to see Saskatoon in 1915, which was expected to be the banner year, the centre of the wheel of commerce and the association the biggest organization in the province.

J. Burton, manager of J. F. Cairns' store, said a great deal had been said with regard to the benefits to be derived by the city from the work of the association, but so far nothing had been said with regard to building up the trade of the city as a retail centre. What was wanted now was money, not talk, and this year they would have to do all they could to increase the returns from their businesses. He then suggested that during the summer, excursions should be

(Continued on page 44.)

CARDWRITING MADE EASY

R.T.D. Edwards



LESSON NO. 2.

BEFORE delving into this lesson I would urge all of you who have definitely decided to follow this card-writing series to ask yourselves this question: "Have I mastered the lesson set forth in this paper a month ago?"

Can you honestly say: "Yes," or is the answer "No." You know better than anyone else whether you have become master of all the lines, curves and figures. You also know that if you have not you are the only one who is going to lose thereby. If there is any doubt in your mind show your work to your employer or some other competent person, and let him say whether it comes up to the standard shown in chart No. I. If he says that you haven't, then you have surely neglected that all important part of the work on which so much depends—PRACTICE. Omit the practice from all kind of study and the theory is soon to be forgotten. You

must practice all the time even when you are able to make the lessons correctly. If you don't you go back—you cannot stand still.

Actual Show Cards Already.

This month I am giving in chart form the upper case Roman alphabet. This form of lettering goes hand-in-hand with the figures of last month, and combining the two this month we can make show cards suitable and acceptable for any store.

The student should start practice work by laying out a half sheet card with guide lines one and one-half inches apart across the card. Then begin with the oblique line exercises preceding the "A" as shown in the chart, using a pencil to block out the work before the pen is applied. The exercises should be pursued until you have succeeded in getting the lines parallel—and remember a ruler must not be used. Having accomplished the straight lines, next make the letter "A." This letter requires and

needs a great deal of practice so as to have both sides properly balanced—the dotted lines illustrate one method to assist the student in this.

The two sets of curved lines in the letter "B" require frequent practice. Note that the lower one extends more to the right than does the upper. Care, too, should be exercised in getting the "C" graceful. The upper spur should come directly above the lower point. The curved lines of the "D" should be farthest apart at the centre. The upright lines necessitate a great deal of practice as many beginners have difficulty in keeping them from slanting either to the right or to the left. It makes the "E" more attractive to have the centre stroke slightly nearer the top than the bottom. Parallel horizontal lines such as precede the "F" constitute the best kind of a practising exercise.

The making of spurs should occupy considerable of the student's time as

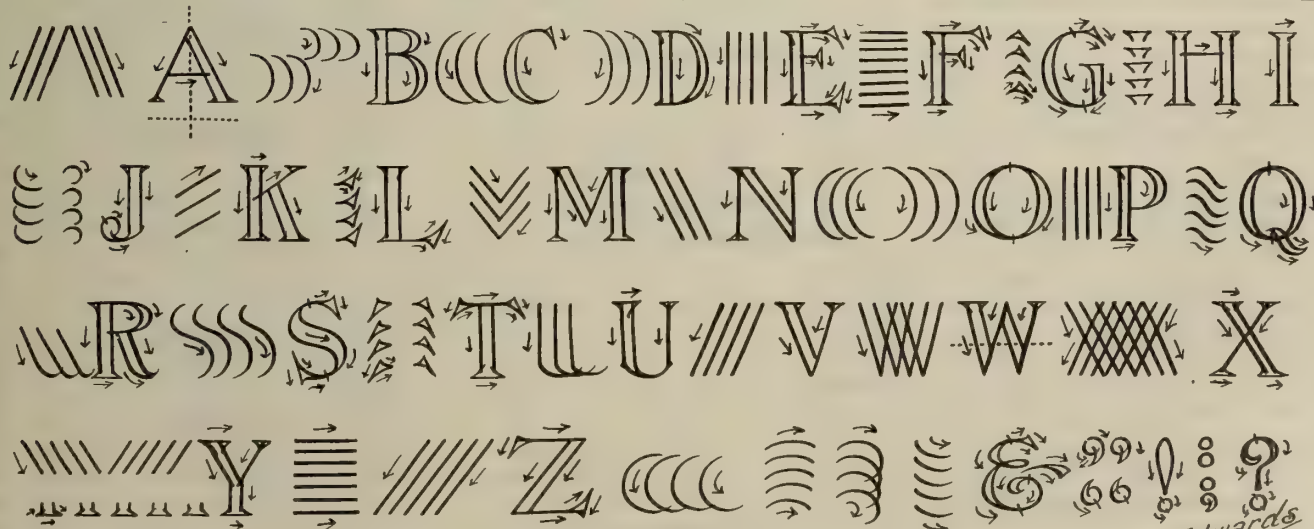


Chart 2.

R.T.D. Edwards

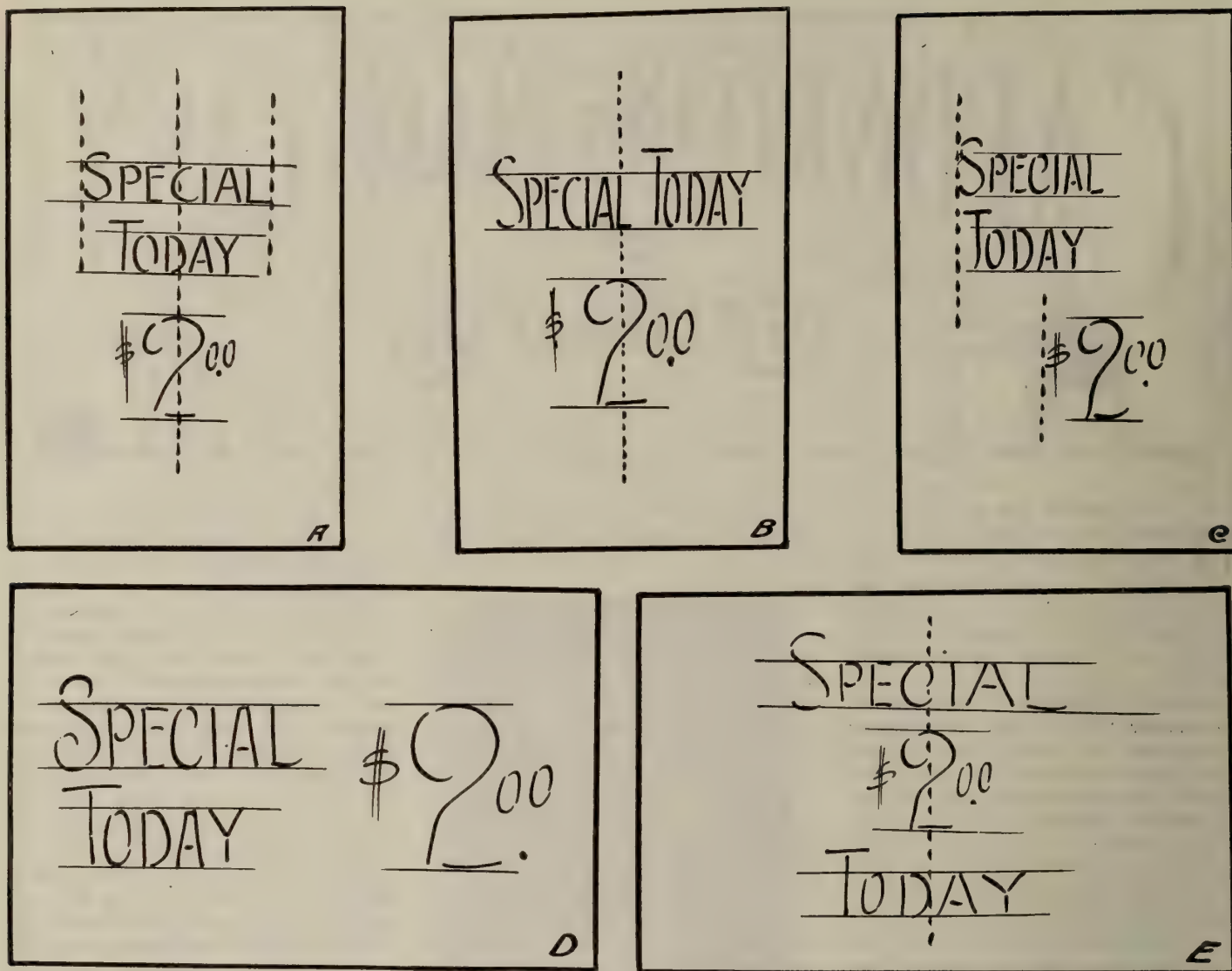


Figure 1.—A, B, C, D, E.

they add the "life" to this class of letter. Make careful note of the exercises preceding the "G" and "H." The cross bar of the "H" should be slightly above the centre of the letter for the sake of good appearance. The straight lines of the "I," the same as all other similar ones, must be kept equal distances apart for the full length of the letter. The tail of the "J" requires much attention—the two preceding exercises will help the mastering of this. "K" is made up of straight lines but nevertheless requires long practice before it can be used on the show card. The upper right hand slanting line should join the upright a little above the centre. The lower arm of the "L" should extend to the right about two-thirds the height of the upright to balance it evenly.

The Intricate Letters "M" and "O."

"M" is a letter upon which many amateurs fall down so study it carefully. The centre point should be exactly in the centre of the upright lines. The two outside lines of the "N" should be

drawn first and the sloping lines inserted afterwards.

"O" is one of the most difficult letters in the alphabet to make. Both sides must be of uniform curves. Four

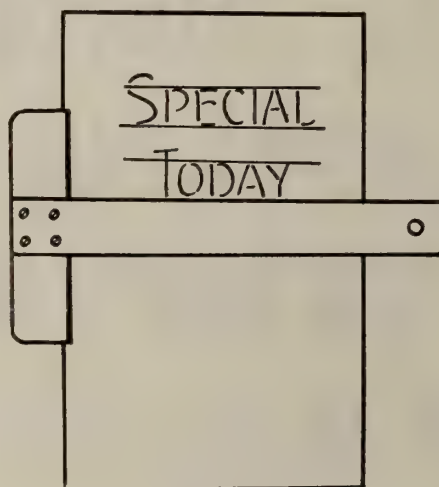


Fig. 2.

This shows how the "T" Square is used for ruling the card.

strokes are all that are required to make it.

The curved lines of the "P" should join the upright as near the centre as possible. The tail of the "Q" should be as graceful as the other part of the letter. The tail of the "R" when pointed as shown here should project a little more to the right than the upper curve. "S" like the "O" is very intricate and requires patience and practice to master. The curved lines should be practised many times. Perfecting the upper spurs of the "T" is where many have trouble. They must both be at the same slant only opposite. The upright lines of the "U" should terminate about one-eighth of an inch above the lower guide line so as to have room to join them both up with the curve lines. The "V" and "W" are of a somewhat similar nature, only the latter requires the angles of the slanting lines to be even as the dotted line indicates. The intersection of both lines of the "X" should be slightly nearer the top than the bottom. The angle of the

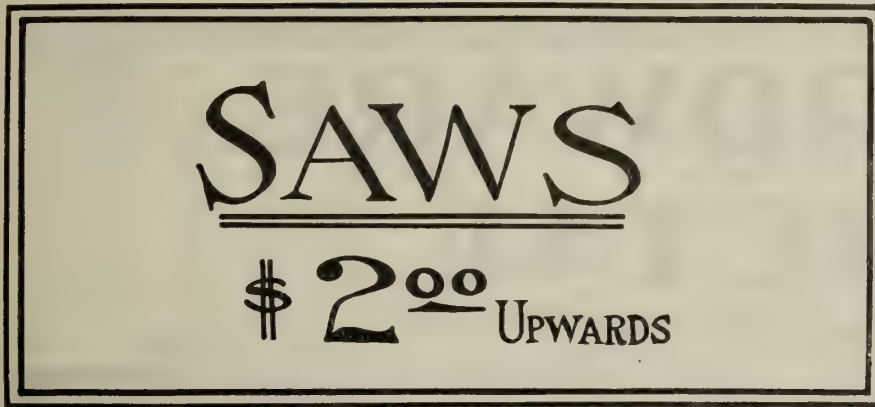


Figure 3.

"Y" should be at equal distance between the guide lines. The sloping lines of the "Z" also require a great deal of attention. The "&" and all punctuation marks require just as much attention and practice as does any letter on the chart. The arrows indicate the direction in which to draw the strokes. The student should begin from the upper left hand corner and work towards the lower right corner always. The small cross lines indicate the beginning and end of the curved lines.

The same pen nibs as illustrated last month should be used for this work. The more blunt the nib is the better, providing the ink will flow off it freely.

Hints on Spacing.

One of the most important points for the beginner is the mastering of proper

spacing on the show card. The letters may be formed almost perfect but if the card is poorly spaced the good lettering goes for naught. I have heard experienced card-writers say, and I know it to be a fact, that a card poorly lettered and well spaced is far superior as a merchandise card, than the one well lettered and poorly spaced.

When a card is well spaced and properly balanced up, it can be read at a glance.

One serious error that the beginner often makes is the working in of too many curved lines. Once and a while they are all right but the majority of show cards should be lettered straight across, parallel with the top and bottom of the card. I have seen many cards of the amateur type, on which every word was written in a curve. Prospective customers waste much time if they stop to read it, but in the majority of cases the card is left unread.

Read-As-You-Run Cards.

The one great point to aim at when executing a show card is to make it the "Read-as-you-run" variety, and all depends on the layout.

Special To-day, \$2.00.

Fig. No. 1 shows five different layouts for an ordinary card. Cards like these are of the ordinary sale variety, but you see how many different layouts all with the same wording can be made and all are probably equally effective.

The "T" Square Helpful.

Many card-writers use a "T" square with which to rule out the cards. This is a very sure and quick way of getting guide lines at right angles with the ends of the card. Fig. No. 2 demonstrates its use.

One can also get the same result if care is taken with an ordinary ruler by measuring with the eye; with continued practice you can rule a card just as accurately as if it had been measured.

The Fig. 3 card gives a fair indication of what kind of work should be expected

from the person who follows this lesson thoroughly. This card gives the combination of the first and second lesson put into actual practice.

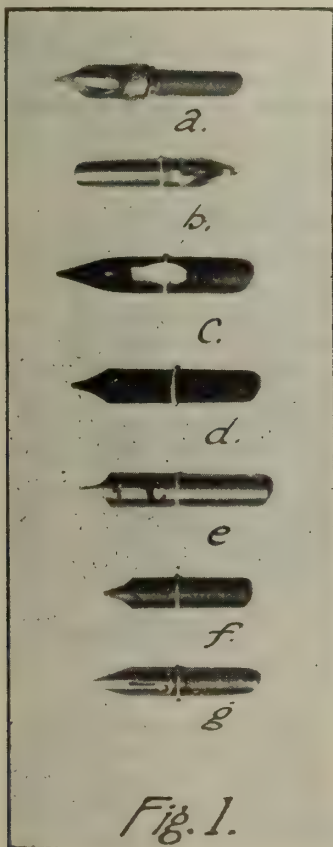
In the Fig. 4 card we have a combination of lettering and neat layout. The cards are exceedingly simple but you must admit that they could with propriety be used along with the very best display of merchandise.



HOME TOWN ASSOCIATION.

It had its origin in the State of Illinois, but is spreading rapidly as its obvious merits are recognized. It is solely for the purpose of helping "the country merchant to adopt more modern methods so that he may sell more goods." The Home Town Association makes an appeal to the country merchant "to advertise, hustle, hold and build up his trade." Thus it aims to meet the M.O.H. on its own ground, the only way to meet it successfully. Further than that, it appeals "to the farmers and the local public spirit to trade at home, and thereby to build up the home country town."

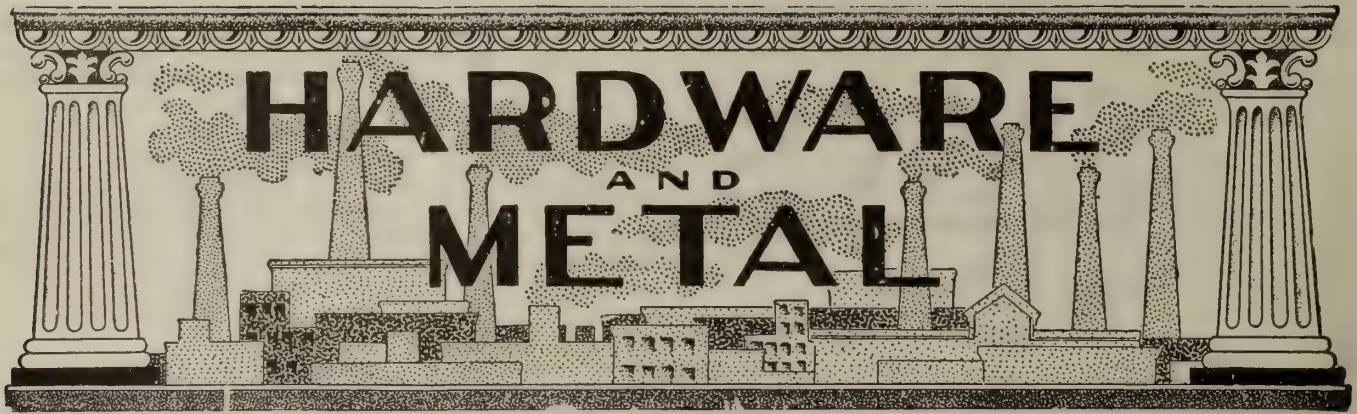
The local newspapers should throw themselves heartily into such a movement, for it is one that brings mutual benefit to all parties. The movement will bring them more business: it will turn trade that goes outside into the natural local channels. A Home Town Association should be started in every town in Canada.



Types of Nibs.



Figure 4.



ARE YOU doing any guessing on the war-tax?

DON'T WASTE a good opportunity to advertise.

GOOD WINDOW trims are the forerunners of sales.

MANY PRICE changes are taking place in the hardware markets. The wise buyer will follow the market reports closely.

WHEN A customer enters your store do you look at him as if he were a heartily welcome guest or an intruder breaking into your cash drawer?

STOCK-TAKING is still the order of the day in many Canadian hardware stores. From reports received it appears as though stocks generally are light.

EVERY RETAIL hardwareman should push collections to the limit. It is a good plan to be optimistic but a little ready money to back up the optimism will prove valuable.

NOW THAT THINGS are beginning to settle again more in their regular stride leave "The War" out of your store announcements unless there is some special reason for mentioning it.

JUDGING BY REPORTS from Europe, buyers are having almost as lively a time on the Continent these days as war correspondents. Kitchener seems to have reserved judgment on the former.

THE "REDUCED BARGAINS" offered in some of the January sales suggest almost as much truth in the make-up of the ad. as in the daily hallucinations of messages from "Berlin—By wireless to Sayville, L. I."

WHEN THE war is over it will be found that the men who kept a bold front, who advertised as usual and who maintained their reputation for honesty and quality, will be the men to first feel the beating of the pulse of good times.

THE FORD Motor Co. continue to be the sensation of the automobile world. Its sales of 40,000 cars for export to the allies is said to be the largest single

automobile order ever taken. It is understood to represent between \$16,000,000 and \$18,000,000 cash.

THERE IS A great deal of talk just now regarding possible changes in the tariff. Some people predict tariff changes on raw materials as well as on manufactured products. Some American firms are even going so far as to advise Canadian clients to buy heavily.

AN AMERICAN contemporary, the *Iron Trade Review* under date of Jan. 28 states that: High ocean freights are interfering seriously with the business of not only the United States, but Great Britain and other nations. On account of the difficulties connected with the importing of ore from Spain and the Mediterranean, due to the high charges made by vessels, prices of steel-making irons in England have rapidly advanced and inquiries for about 30,000 tons have been received from England. Italy and Japan also have sent out inquiries for American pig iron. It is doubtful, however, whether much business can be done in exporting pig iron at present ocean freights.

The Question Box

ONE of the chief advantages of a retail association is that it affords members an opportunity to get together and exchange ideas. No merchant can attend a gathering of men engaged in the same business as himself without acquiring knowledge and ideas from those he comes in contact with; knowledge which he can afterwards apply in the management of his own business with profit to himself.

This is the most practical side of association conventions. Recognition of the value of this phase of the work has resulted in the arrangement of "Question Box" sessions. At the convention of the Ontario Retail Hardware and Stove Dealers' Association to be held at Toronto on Feb. 24 and 25, it is expected that the question box discussion will be one of the most important discussions of the convention.

For the benefit of merchants who have never attended a convention, it may be explained that previous to the opening of a Question Box session, the members write down on slips of paper any questions which they would like discussed. These are put in a box and when the meeting starts, are drawn out one

by one. Each question drawn out is discussed by the meeting at large. With so many men of wide practical experience taking part in the debates, it follows that considerable light was thrown on each subject introduced. Questions are threshed out from every standpoint and the opinions given are backed up by the sound business experience of the speakers.

The Question Box session at the last convention was rather disappointing but the officers of the association state that at the coming convention the "Question Box" sessions will be a real live one.

Measuring Up To Capacity

IT'S a good thing to be discontented when it spurs a man on to greater endeavor. Keeping up to last year in sales is standing still, so the merchant should not be content unless his business increases. You cannot measure the value of inspiration that comes from constantly increasing sales. And the way to bring that about is application. Dig in and do it—then keep at it.

Perhaps you as a merchant do not know as much as you should about your own business. Do you? Take an inventory of yourself and your qualifications, as well as of your merchandise, and follow out the idea by extending the investigation to your staff. Perhaps some fault of your own is preventing a healthy flow of inspiration and interest in the business of your assistants. Personal stock-taking may show you that. Perhaps you have a drone or two in your employ—it will pay you to find that out. Get the best out of yourself and see that all about you measure up to capacity.

\$665,000,000 in Savings Banks—A Record

DOES any merchant imagine that because purchasing has been curtailed that fundamentally conditions are not sound in Canada? Does anyone imagine that the falling-off in many centres of retail buying signified just that much depletion in the "surplus" of the public? Official returns show that *savings deposits in Canadian chartered banks were greater at the close of 1914 than at any time in Canada's financial history* — \$665,000,000 on Dec. 31, 1914, compared with \$626,000,000 on Dec. 31, 1913, and \$625,000,000 on Dec. 31, 1912.

The Metal Markets

THERE has been a distinctly upward tendency in metal quotations during the past week. This has not been caused by an increased demand. Trade is very quiet. The upward trend in prices has been caused by strength in the London markets. The American Metal Market under date of Jan. 25, published the following cable from London:

The London market is feeling very cheerful to-day over their naval victory, and the advance in metals was continued.

Tin advanced £5 for spot, £3 for futures.

Copper advanced 15s.

Spelter advanced 15s.

Lead advanced 2s. 6d.

All markets here to-day are very strong, but not much business doing. Sellers are very shy, being much impressed by the continued advances abroad, and trying to form an opinion as to whether it means prices are to be established on a higher basis and

remain there. Also what effect it is to have in reviving our home trade, as outside of export and orders for war material, home consumption has so far shown little improvement. An extremely optimistic view seems to have come over the English people to-day regarding an early end of the war.

Opinions have been cabled to some of the trade that the war will end in three months. If anything like this is to take place the advances are more than justified, as a boom to mark the closing two or three months of the war is quite to be expected. But Artemus Ward used to say: "Don't prophesy unless you know," and who knows?

Government Relief

THOUGH there is general commendation of the course the government is taking in sending relief to farmers in certain Western sections which yielded no crop last year, it yet seems that a hardship is being brought upon dealers, wholesalers and manufacturers, and indirectly upon the people whom the government want to help by certain actions of the government in this connection.

When relief is necessary the government sends an order to the local merchant, and the merchant, very frequently, sends this order—or a collection of such orders—to the wholesaler or manufacturer in payment for the goods required. The trouble with this is that the wholesaler or manufacturer, upon sending these orders to the government, gets back a cheque which is made out to the dealer who originally supplied the goods to the needy farmer. The wholesaler or manufacturer thereupon has to send that cheque to the dealer for his endorsement. The difficulty, of course, is that wholesalers are taking a certain risk with those dealers whose accounts are in bad shape. It seems the government is not paying for this relief work any too speedily—two or three months being the usual time. Now in three months some dealers are going to go into liquidation. Therefore, by the time the governments' cheque, which is really in payment of goods the merchant received from some wholesaler or manufacturer, is forwarded for endorsement to the merchant, by the wholesaler or manufacturer, said merchant may be in another part of the country.

There is one Winnipeg house which has shipped goods to the value of \$65,000 against these orders on the government. It would seem that such an order is about as safe as anything could be, but in view of the fact that cheques are made out to the dealer, the order in reality is only as safe as the dealer. As far as can be made out, these orders are not a prior claim, and in case of liquidation would go in as any other claim against the merchant.

So much for the hardship of the wholesaler and manufacturer. The hardship on the dealer is that these wholesalers and manufacturers are showing some hesitancy in shipping goods against these government orders. As a result merchants are losing some business, and the farmer, who needs the goods badly in many cases, is being deprived of this assistance.

On the face, it would appear the government might in the first place make prompter payment against these orders, and in the second place, might issue cheques to whoever holds the order—not necessarily in favor of the merchant to whom the order was first made.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Feeling the Pulse of Business—Improved Outlook.

German Maximum Prices for Metals

From American Metal Market.

Commenting upon the maximum prices for metals recently fixed by the Federal Council, the Berliner Tageblatt says that Germany need not fear a scarcity of metals during the war, as, apart from the home production, the stock of raw metals and old materials can be effectively increased by seizing all the objects made of these metals and melting them down. This, in fact, is now being done in Belgium. The Frankfurter Zeitung points out that in fixing the maximum prices for metals, the Government pursued same futile course as in fixing the prices for wheat, hides, and other products—that is to say, it deferred action until it was only partly possible to break down the exorbitant speculative rise in prices which had been engineered. Private consumers, and especially the State, would have been spared enormous sums if the maximum prices had been fixed weeks or months earlier.

* * *

Prices Obtained for Rails

From Financial Post.

During the week the United States papers have commented freely upon the acquisition by the Algoma Steel Company of Canada of many orders for rails. Rails are one of the very few steel products of Canada that are admitted into the United States free of duty. The New York Journal of Commerce in its issue of Monday last stated that the Algoma Mill was still aggressive for business and recently made quotations of 25.50 delivered at Toledo on standard sections as against tenders of 31.50 by Domestic Rail Mills. We can speak authoritatively in saying that the price attributed to the Algoma Mill in this instance is not correct. The Journal in question says that the difference in price is not likely to be readily overcome and Canadian mills will probably have small difficulty in securing orders for the surplus tonnage.

We are assured that the price obtained by the Algoma Steel for the rails it is supplying to the States is one that under the circumstances is profitable.

At a recent meeting of the Algoma Steel, W. C. Franz was appointed president of the Lake Superior Coal Company and of the Canton Coal & Coke Company, two subsidiaries of the Algoma Steel operating in West Virginia.

* * *

Hoarding Their Cash

From the Ironmonger.

There are about 6,000 limited liability companies in the German Empire, and only about 300 of these had published their balance sheets for the year 1913-14 at the end of December. In view of the war exceptionally large sums have been kept back this year instead of being distributed among the shareholders, the total under this head

being estimated at nearly 75 million marks (3,500,000l.) for the 300 companies aforementioned. Five-sixths of this amount is represented by sums written off or placed to reserve. This does not include large amounts (in the case of the Allgemeine Elektrizitäts Gesellschaft alone represented by 10 million marks) which have been written off prior to the estimation of the gross profits for the business year. The metallurgical industry in particular has set aside enormous sums in the form of emergency-funds for the results of the war. These reserves alone amount for the Phoenix Steel Works to 9 million (450,000l.), the Deutsch-Luxemburg Works to 6½ million (325,000l.), the Mannesmann Tube Works to 4 million (200,000l.), the Rombach Steel Works to 3 million (150,000l.), the Bochum Works to 2½ million (125,000l.), and the Lorraine-Aumetz-Friede Works to 2 million (100,000l.). The Krupp Works have set aside 2,460,000m. (123,000l.) and the Gutehoffnungshütte about 2,900,000m. (145,000l.) for similar purposes. If fortune favors the Allies these reserves may come in handy towards the settlement of the compensation claims.

* * *

Probable Difficulties

From Hardware Age.

Europe is being urged to be quick and liberal with its pensions. Europe's pensions will probably be the most lasting memento of the monstrous struggle in which she is engaged. If the mortality is one-half as great as dispatches indicate, and a liberal pension policy prevails, posterity will be taxed in vast sums for decades to come to recompense individuals who are voluntary targets for the machine guns.

The United States paid more than \$4,000,000,000 in pensions on account of the Civil War. It is paying more now every year than the cost of the building program and up-keep of the navy. Our war losses, though enormous, are trivial when compared with the awful destruction in the present war.

The question naturally arises how will the continental nations be able to survive so enormous an increase in their normal expenses in times of peace? The answer is that they won't. There will be more than one individual contract repudiated by the warring nations when peace has been declared and civic disturbances that will shake more than one government are foreboded.

If the skirts of the United States are kept clear, and there is every reason to believe that we will not be drawn into this trouble, this will certainly be a country to which many of the good citizens of war-wrecked countries will want to come.

Stringent legislation forbidding the citizens of many of these countries from leaving their native states may be expected.

Steel Trade Conditions in Britain

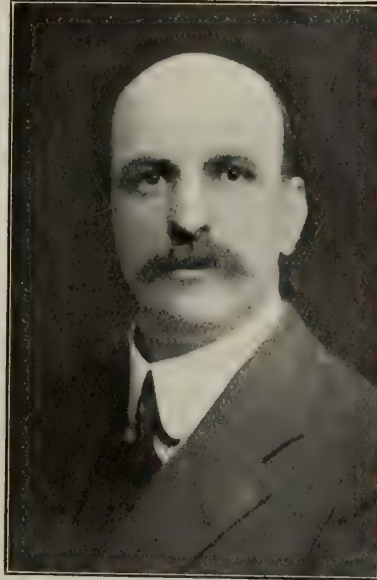
Hardware and Metal Representative Interviews a Manufacturers' Agent Who Has Just Returned to Canada After a Six Weeks' Business Visit in England.

G. A. Marshall, a manufacturers' agent in Toronto, who represents British firms in the steel and cutlery business, has just returned from a business trip to the Old Country. He interviewed his respective firms in Yorkshire as to the situation in Britain under war conditions, and speaks, therefore, authoritatively, particularly as the firms, whose representative Mr. Marshall is, include that of George Butler & Company, steel and cutlery manufacturers, of Sheffield. Mr. Marshall had the following to say to a representative of Hardware and Metal:

"The cutlery trade is at present in a congested state; the ordinary home trade demand has fallen off since Christmas, and the Board of Trade statistics show that the exports are somewhat lighter. The only increase worthy of notice in the latter is said to be in favor of the United States, who have sent large orders for razors. The pocket-knife cutlers are demanding an all-round advance of 10 per cent., following the one of 5 per cent. last August. The War Office is urging the makers of razors and military knives to increase their output, and I learn that there is a great difficulty in keeping up with the urgent requirements for this source on account of a considerable number of skilled young men cutlers joining the forces. A good amount of business in penknives, seissors and razors is being refused for want of producing facilities, and also to keep up the supply of army contracts as near to time as possible."

As to the steel trade, Mr. Marshall thought it was in a sound position. He

summed it up as follows:—"The steel trade, I understand, opened with excellent prospects at the beginning of the New Year. France is buying heavily, chiefly for the upkeep of her army, and



GEO. A. MARSHALL.

also for general purposes. Valuable orders are being received from Russia; shipbuilders are sending good orders for high-speed steel, drills and files, and the position of crucible steel shows a steady recovery."

It is noteworthy that in this trade, particularly the War Office requirements must take first place, and doubtless that

is some handicap from the ordinary purchaser's point of view, though not from that of the manufacturer.

"The edged tool and saw trade could do with more work, but the engineers' and small tools trade is busy," says Mr. Marshall.

Altogether the outlook from the British point of view is one which should be good ground for optimism. Mr. Marshall hopes to see British trade conditions duplicated in Canada, and sees no reason why they should not be.



TO APPLY FOR INCREASED RATES.

Saskatoon, Sask.—The recent success of American railways in securing from the Interstate Commerce Commission a 5 per cent. freight rate increase east of the Mississippi is reported to have encouraged Canadian railroads to a similar effort. It is, therefore, expected that within the next few weeks they will apply to the Dominion Board of Railway Commissioners for higher rates east of Fort William. The request will not apply west of that city, and will not, therefore, affect the Western freight rates judgment which came into operation on 1st September last.

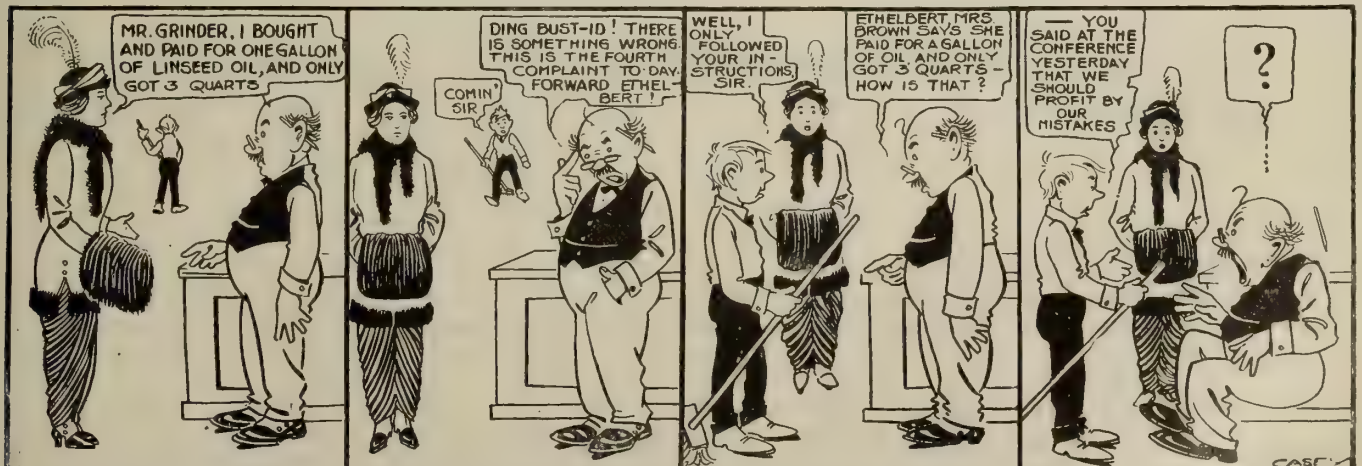
It may be remembered that the vital contention in the Western freight rates case was that Eastern rates were much lower than those prevailing in the West. Unquestionably, the present sub-normal period is being seriously felt by transportation companies; and as an indication of the trend of things, notice of increased freights on goods exported from Eastern Canada to the United States has just been given from the Montreal office of the Canadian Pacific Railway.—Saskatoon Board of Trade Letter.



Toronto, Ont.—The death occurred here of Charles H. Bellinger, city traveller for the Dunlop Rubber Co.

No. 3—Troubles of Ethelbert Evergreen, the Junior Clerk.

—By Tom Bunt



Practical Problems for Sheet Metal Workers

Article No. 15 of Series

By Chas. Seivers

IN this issue we will take up the development of a round or cylindrical vessel. Before taking up the working out of its parts, it might be best to first take up a few points with regard to the method of figuring out the area and circumference of same.

To find the area of a circle multiply the square of the diameter by .7854.

Take for example a circle of 10 inches diameter. The square of 10 is 10, multiplied by 10 equals 100; .7854 multiplied by 100 equals 78.54, the area of a 10-inch circle.

To find the circumference of a circle multiply the diameter by 3.1416.

For example, take a circle 7 inches in diameter. Multiply 3.1416 by 7, which equals 21.9942 inches.

In common practice the decimal .1416 is not made use of, the fraction one-seventh taking its place, thus

Multiply 7 inches by 3 1-7, which equals 22 inches; this result compared to the one obtained by using the decimal shows a difference of less than one-hundredth of one inch.

In dealing with the method of obtaining the circumference, we show an easily

made rule. For this purpose it is convenient, and when made of sheet metal can be bent around most any curve, thus saving the necessity of using dividers or compasses. Its construction is simple. Take a two-inch strip of metal, half hard or springy brass preferred, and mark out as near as possible to 3 1-7 inches as many times as the length of rule is to be. Mark these spaces 1-2-3, etc., as shown, to show the circumference for 1-2 and 3, etc., inches diameter. Divide each space into halves, quarters and eights and mark off as shown.

In Fig. 1 we show the plan and side views of a round tin dipper. With height and diameter given or drawn, first mark out and form up the body of the dipper. To mark out mark off a strip in width equal to height of article, as A-B and C-D.

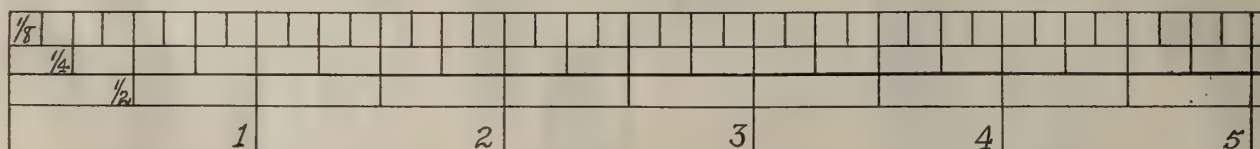
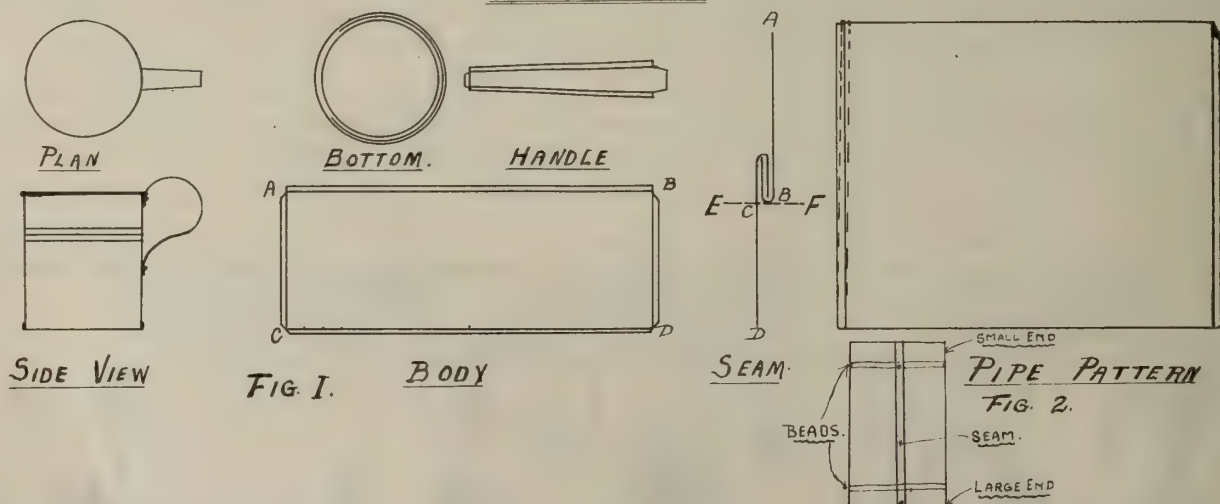
At one end, as at A-C, draw a line at right angles to A-B or C-D from A-C mark off, either by spacing with compasses, or by using a rule, the circumference of the article. If the spacing method is used, do not make the spaces too big, as by so doing a small amount of the girth is lost. If done by multiply-

ing the diameter by 3 1-7, it works out pretty near exact, and if a diameter rule is used there is very little chance for a mistake being made. Having marked out the body, next allow the edge required for wiring at top and single edge for double seaming on bottom. The seam allowance is usually placed on each end, thus if a one-quarter inch edge is used, allow three-eighths of an inch on each end. The reason for this is shown at the drawing of a seam, the joint shown is cut at the lock by the line H-E-F, the line A-B above that line and C-D below. Make up the complete line A to D, leaving the three edges over, which have to be allowed as described above. After forming up body, and turning edge to receive bottom, the size of blank to make same is measured for with rule and compasses.

The inner line on bottom shows size of article, the middle or incomplete line the size of edge turned out on bottom of body, and the outer line the size of blank required to seam on to body. The handle is a tapered strip with a wired allowance on both sides, the projection

(Continued on page 37.)

PLATE 15



METHOD OF MARKING OUT A DIAMETER RULE.

The Principle of Elbow Pattern Developing

A Complete Course, Treating in a Simple Way, the Art of Elbow Pattern Developing. Specially Written for Those Who Have Only Received a Limited Geometrical Education.

By EDWIN NEWSOME

IF there is one portion in the study of pattern development that is of greater interest to the apprentice than another, it is that of thoroughly mastering the principles involved in the developing of various elbow patterns. There is more to be learned than one can teach. The teacher can only go part of the way, and before any person has really derived the satisfaction of "knowing how" he must have worked the various problems out in his own mind and cut many a sheet of metal to waste into the bargain. The writer never yet made an elbow, be it whatever kind, without feeling that such an accomplishment gave a certain degree of satisfaction.

There is a certain fascination in elbow pattern developing and to one who has thoroughly mastered the principles there is nothing which would raise one's ire sooner than to see or have to fit up a poor lot of elbows.

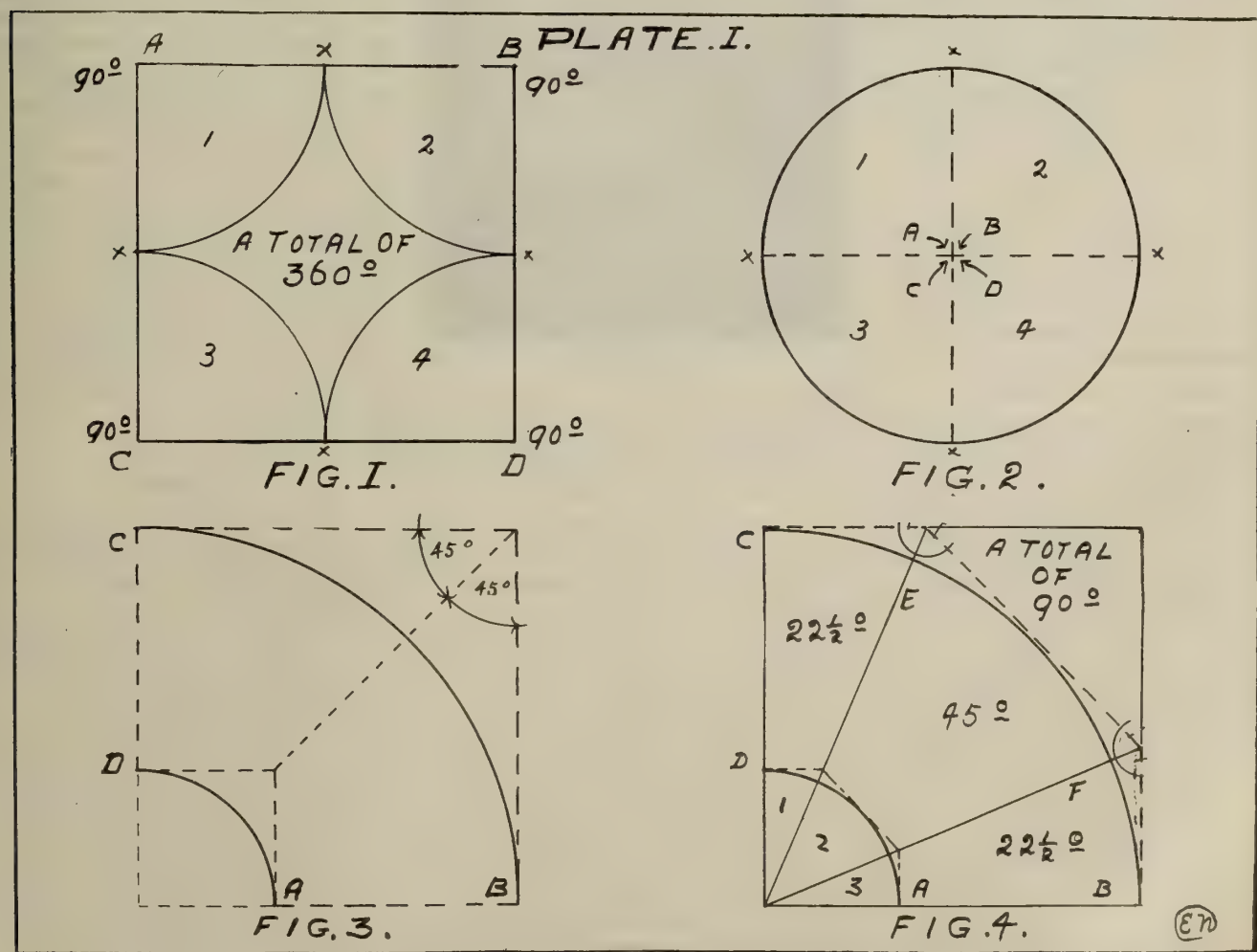
There is no part in the work of the tinsmith's or sheet-metal worker's practice which is so necessary as elbow practice, no matter what curve, offset or turn is required either round, square, or oval, it can be overcome by elbow pattern development.

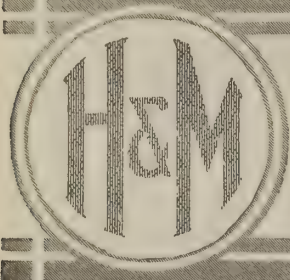
For this reason it is necessary to study the various angles, mitres and degrees. No matter how many pieces an elbow has, each piece should be some specific degree so that by adding the number of pieces they will eventually make 90 degrees.

For example we will draw a perfect square, Fig. 1, every square has four corners of 90 degrees, and to get perfectly around these corners we must make a turn of 90 degrees, some way or other, and if it requires 90 degrees to turn each corner of a square, four such turns must make a circle (see Fig. 2). When we speak of developing a two-piece 90-degree elbow, we mean that an elbow is to be developed with two parts of 45 degrees each from a given line, so that by joining the two mitres of 45 degrees a point will be reached which will be 90 degrees from that given line (see Fig. 3, lines A, B, and C, D.). Therefore in Fig. 3 we see that at points A, B, C, D, including the dotted mitre line, we have the elevation of a two-piece elbow, proving also that it would require eight pieces of 45 degrees to make a complete circle of 360 degrees. Fig. 4 gives us the elevation of what is termed a 3-piece elbow.

Now, in a two-piece elbow, both pieces are the same mitre, from lines A, B, and C, D, in Fig. 3; but in a 3-piece elbow such is not the case, although the mitres are the same degree, pieces number one and three are $22\frac{1}{2}$ degrees each, there is only one mitre to each piece, whereas piece No. 2 has two mitres of $22\frac{1}{2}$ degrees each, the three again making a total of 90 degrees.

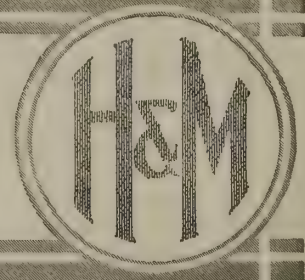
(Continued in next Issue.)





Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Fire Losses.

Theodore, Sask.—The J. F. Learmouth hardware store was destroyed by fire.

Business Changes.

Rocanville, Sask.—W. Gibson has taken over the hardware and tinsmithing business of Kidd & Clements.

Ontario Incorporations.

Auto Heater Co., Ltd., capitalized at \$150,000, head office Toronto, to manufacture and deal in auto heaters and heating devices for carriages, etc.

Oppose Tax.

Macleod, Alta.—The proposal to introduce a business tax in the town is meeting with general opposition from the professional men and merchants, and a deputation waited on the council to protest against the tax, and a petition signed by practically every one concerned was handed in.

Early Closing Law.

At Fort William the Retail Merchants' Association have determined that, with the co-operation of the police department, the early closing by-law will be in future enforced. It is not thought to be fair that merchants in the high rent section of the city should be forced to close their stores at the time called for in the by-law, while other merchants with stores away from the business sections should be allowed to keep open.

Death of A. P. Boyer.

Stratford, Ont.—Word was received by Chas. A. Moore, manager of the Stratford Manufacturing Co. of the death in Goshen, Indiana, of Allan P. Boyer, president of the Stratford Manufacturing Co., and of the Goshen Manufacturing Co., one of the oldest ladder and swing manufacturers in the United States.

The late Mr. Boyer was well known in Stratford on account of his connection with the Stratford Manufacturing Co., and was a frequent visitor to the city in this connection.

Western Notes.

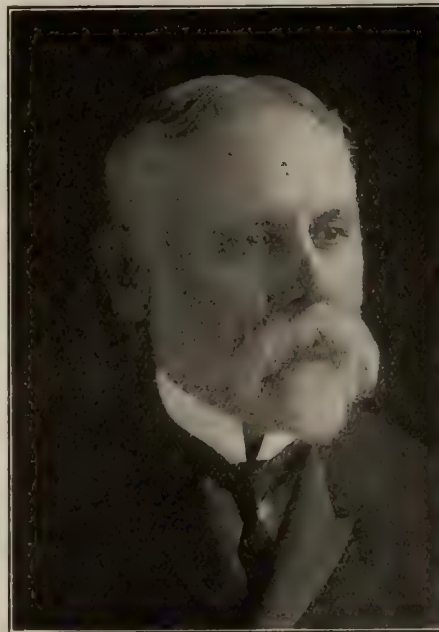
J. Marantz, of Sifton, Man., has added a hardware department to their new store at Southey, Sask., the Miller-Morse Hardware Co. receiving the opening order. This is the fourth store that Mr.

Marantz operates. He claims that business this year is far from bad.

Geo. Morrison, of the Moose Jaw Hardware Co., was in Winnipeg during the week on his way to his old home in London, Ont., where he will spend a few weeks.

Montreal Notes.

J. H. Cale, special representative of the Alabastine Company of Paris, Ont.,



C. A. BIRGE,

Vice-president, Steel Co. of Canada, who has been re-elected vice-president, Bank of Hamilton. Mr. Birge is an ex-president of the Hamilton Board of Trade and of the Canadian Manufacturers' Association.

has been in Montreal for a few days explaining the virtues of alabastine and kindred specialties.

Alexander T. Taylor, formerly of the old-established hardware firm of Messrs. Taylor & Sons, Carleton Place, Ontario, but now in commercial life in Winnipeg, paid a brief visit to Montreal, calling upon his business connections. Mr. Taylor was introduced at the Board of Trade, Montreal, by William H. Evans.

Among the travelers in Montreal this week were E. A. Cabano, of the Buffalo Specialty Co., Buffalo, N.Y.; C. K. Eickler, the Slaymaker Lock Co., Lancaster, Pa.; F. Dawes, of the A. Field

Co., Sheffield, England; P. D. Ivey, vice-president of the International Malleable Iron Co., Guelph, Ont.; Mr. Allan, of the Stevens-Hepner Co., Port Elgin, Ont.; Mr. North, of O. B. North & Co., New Haven, Conn., and Mr. Ball, of the Dominion Snath Co., Waterville, Que.

St. John, N.B., Notes.

St. John, N.B.—Lieutenant T. E. Ryder, who has been manager of the Canadian Fairbanks Co. in St. John for the last few years, has joined the overseas forces, and is now training with the divisional ammunition column in Fredericton.

A convention of hardware men from Halifax assembled in the city recently in convention discussing matters of interest regarding the hardware trade in the East. Reports from various centres showed business to be about as usual. Among the visitors to the city were H. H. Dalton, of Halifax, who presided; Messrs. Crowell and Simmons, also of Halifax; W. T. H. Spinney, Yarmouth, and J. S. Neil, of Fredericton.

A business deal of importance was transacted this week, when the entire Hilyard property in Strait Shore was acquired by J. S. Gregory at an outlay said to be about \$150,000. The Hilyard property has for years been the scene of extensive lumbering and saw milling operations by Messrs. Hilyard, and it includes the site of the Maritime Nail Works, who have a lease of their location. This lease, however, does not include the harbor rights.



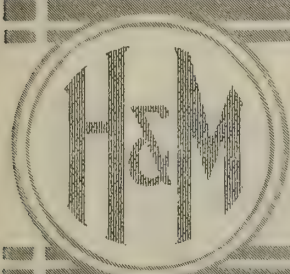
TO GIVE DAY'S PAY.

The employees of the Stevens-Hepner Company are to give a day's pay to help the patriotic fund.

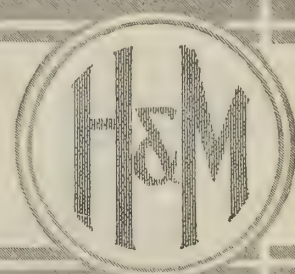
The amount is to be divided between the Canadian Patriotic Fund, which is to help the families of the men at the front, and the Belgian Fund.

To this splendid gift on the part of the whole staff of the works will be added the sum of \$200 to be given by the firm. The fund will be available in the course of about ten days.

This is a splendid addition to the work being done in Port Elgin, and shows a loyal spirit on the part of the firm and the employees.



Junior Clerk's Page



TILLING AN ACRE OF TIME.

THE years of our lives may be compared to acres of time. Unlike land acres, we can only work our yearly acres one at a time, having however, the same advantage as the agriculturist that careful working and attention insures success in future efforts.

In the old Roman days, each citizen was allowed two acres for his own maintenance. The ushering in of the year 1915 has brought each one of us an acre of time, untillable by any one else, which cannot be sold or mortgaged and from which we are left to reap the harvest proportionate to our skilful tilling.

The wise worker of the soil ploughs and cross-ploughs his field and the finished surface after seeding shows an evenness which delights the eye. No deep ruts are visible. The farmer has planned his plowing; what we see is the result of the plans carried out to perfection.

The working of time acres is too often marred by the presence of ruts. The New Year period has been dedicated by man to the forming of plans and the making of resolutions, only a few of the latter escaping the fate of the ten commandments. There is still desire in most people's minds to make at least one resolution which may be kept and if we wished to put one in writing which could be profitably made and kept by us all it would read:

"I will get out of the ruts I made in 1914."

Few of us escape falling into rutty ways during a year of routine. Many of us have yet to realize the depth of the ruts we have travelled in if, indeed, we have become conscious of their existence. A rut impedes freedom of action and is a barrier to the exercise of initiative. How can we till our acre if the wheels of effort drag in the ruts of habit? Most lack of success credited to bad luck can be ascribed to mental slothfulness or "rutting."

In the office of a large factory, a clerk came to his employer and said, "I have a complaint to make. I have served you faithfully and well for fifteen years. On the death of Thompson last week, you gave the position to Boyd, who has only been here three years. That position was

mine by right of good and lengthy service."

A rumbling was heard outside. The boss said, "Jim, before I consider your case, go outside and tell me what is causing that racket."

Jim returns. "Some big waggons going down the street."

Boss: How many are there?

Jim: I'll go and see. (Returning) Eight.

Boss: What a noise they make. I wonder what's in them.

Jim: I don't know but I'll find out. (Returning.) They're full of wheat.

Boss: I wonder where they came from?

Jim: I don't know but I'll ask. (Returning.) They came from Wheeling.

Boss: Where are they going, do you think?

Jim: I'll ascertain. (Returning.) They are going to Steubenville.

Boss: Send Boyd here. (Boyd enters.) Boyd, find out what is making that racket outside.

Boyd leaves without comment, is absent two minutes and returns.

Boyd: Eight waggons, loaded with wheat from Wheeling and going to Steubenville. (Boyd departs.)

Boss: It's true, Jim, you have served me faithfully for fifteen years but you have not served yourself as well. You took five trips to notice what Boyd discovered in one. Do you wonder at his promotion? My boy, you are in a rut.

Let us avoid ruts as much as possible, remembering that our 1914 acre can never be harvested again.—Reprinted from *The Brass World*.



PROBLEMS FOR SHEET METAL WORKERS.

(Continued from page 34.)

on either end being used to rivet on to body. The length of handle can be got by spacing, or if not marked out, by forming up narrow strip to suit, and then using as pattern for length.

At Fig. 2 is shown a pipe pattern. This needs but a small amount of time, yet quite often pipes do not fit properly. The length of the pipe is usually governed by the width of the sheet. Mark off the circumference to suit diameter required. Then mark off the seam allow-

ances to suit folders, and at one corner mark back on the sheet the amount to be taken off to allow pipe to enter into another, as shown by dotted-lines, which then forms seam allowance. In order to readily tell small end it is customary to cut a notch off that corner, and in finally completing the pipe a rivet should be placed at both ends. The small end of the pipe should have the rivet about 2 inches from extreme edge, and the large end the rivet is placed at the edge. See sketch of pipe, Fig. 2.

(Continued in next issue.)



HARDWARE LETTER BOX



Manufacturers of Aluminum Ware.

A. Koenig, Paris, Ont.—Kindly give us the names of manufacturers of aluminum ware in Canada.

Ware Mfg. Co., Oakville, Ont.; Northern Aluminum Co., Ltd., Sterling Road, Toronto; The Sheet Metal Products Co., Ltd., 199 River Street, Toronto.—Editor.

Scandinavian Belting.

Jas. Flett, Wiarton, Ont.—Can you inform me where I can secure Scandinavian Belting?

Beardmore Belting Co., 37 Front St., E., Toronto; Federal Engineering Co., Ltd., Toronto, Ont.—Editor.

Omitted From Last Week's Question Box.

The following names were by mistake omitted from the inquiry of D. Mistele, Rodney, Ont., who inquired for names of manufacturers of waterwheels.

Wm. Hamilton Co., Ltd., Peterborough, Ont.; Boving Co., of Canada, Ltd., Toronto, Ont.; Barber Bros. of Meaford, Ont.—Editor.

Bee Keepers' Supplies

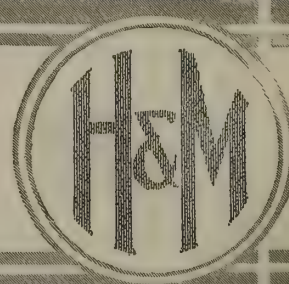
Bonthron & Dryedale, Kensall, Ont.—Kindly advise us who are manufacturers of bee keepers' supplies in Canada.

Ham & Nott Co., Ltd., Brantford, Ont. The Root Canadian House, 183 Wright Ave., Toronto, Ont.; The Chas. E. Hopper Co., Toronto, Ont.—Editor.



New Hardware Goods

Offered Canadian Hardwaremen



NEW STANLEY PRODUCTS.

The Stanley Rule & Level Co, New Britain, Conn., have recently placed two new tools on the market. The Portable Bench Dog No. 202 is said to be a most

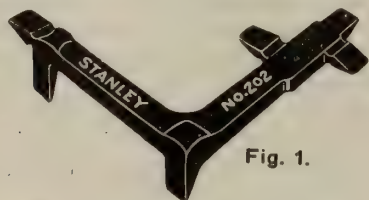


Fig. 1.

Stanley Bench Dog No. 202.

convenient tool for all kinds of work requiring the use of a bench-dog, especially when a work bench is not available. One or more dogs can be so placed as to securely hold a board or other work in almost any position required. Even in connection with a fixed or permanent bench-dog it will be found useful to hold steady the other end of a board

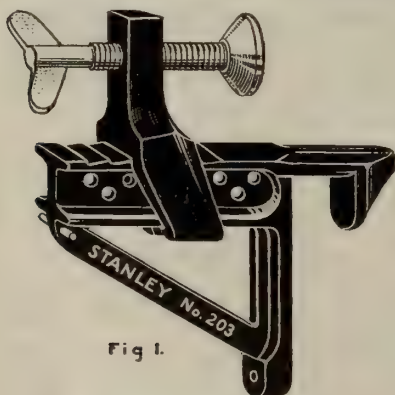


Fig. 1.

Stanley Bench Bracket No. 203.

while being worked. The dogs are made entirely of metal, with well-sharpened points and blued finish.

The Stanley Bench Bracket No. 203 is claimed to be a tool that will immediately commend itself to the carpenter, the cabinet maker or in fact to anyone occupied or interested in carpentry or woodworking of any kind where a bench is necessary.

It simply requires that one or more holes (not smaller than one inch) be bored in the front of the bench. The shape of the tool is such that when the jaw or nose is put through the hole, it is automatically held in place, and by means of the screw clamp, the board be-

ing worked upon is quickly and firmly secured.

The body of the bracket is made of iron—japanned, and the clamp screw is strong, well threaded and nickel plated. The weight is 1 lb. Descriptive circulars will be mailed on request.

FOR GABLE DOORS.

Richards-Wilcox Canadian Co., London, are now offering trolley track and hangers for gable doors on barns. They claim many advantages for this method of hanging gable doors, particularly that they are not thrown around by the wind and are handled readily either from above or below. Doors are hung with counter-balance weights, and are held by suitable centre-stop or by track running across the bottom of door, as shown by the accompanying cut.

THE MOTOR WHEEL.

Smith Motor Wheel is the name of an interesting device recently perfected which, it is said, in a few minutes converts any bicycle into self-propelled vehicle capable of carrying the rider 100 miles on a single gallon of gasoline. It consists of a small wheel fitted with a heavy motorcycle tire which is fastened to the frame of the bicycle beside the rear wheel and which carries a one-cylinder, four-cycle motor, $2\frac{1}{4} \times 2\frac{1}{4}$, com-

plete with magneto, carburetor, driving gear and gasoline tank. This motor is controlled by means of a lever attached to the handle-bars and, it is said, the device does not in any way interfere with the rider's perfect control of the bicycle.

The manufacturer states that for those who enjoy fishing trips or who like to get out into the woods or beside the lakes and streams, the Motor Wheel will furnish a simple and convenient means of transportation without the necessity of the tiresome pedaling incident to a

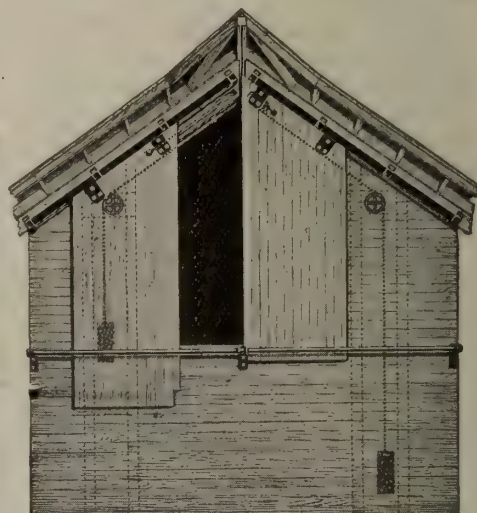
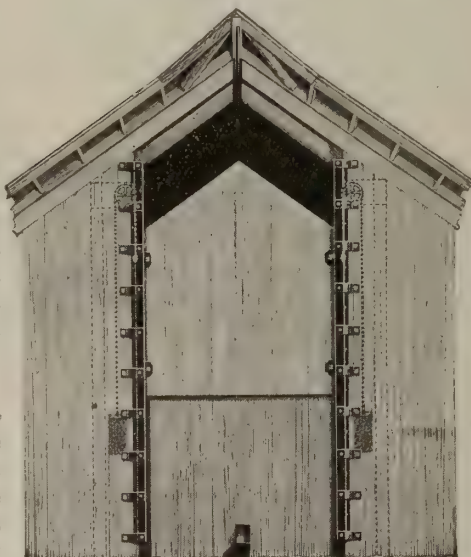


Motor Wheel Attached to Bicycle.

long bicycle trip. The Smith Motor Wheel is made by A. O. Smith Company, Milwaukee, Wis.

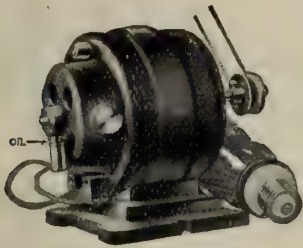
KNAPP MOTORS.

Knapp Electric & Novelty Co., 511 West 51st street, New York, are offering the Canadian trade a line of small motors to run on street current or battery.



Richards Wilcox trolley track and hangers for gable doors.

These motors can be used for demonstration or experimental purposes, running small drills, emery wheels, polishers,



Two Types of Knapp Motors.

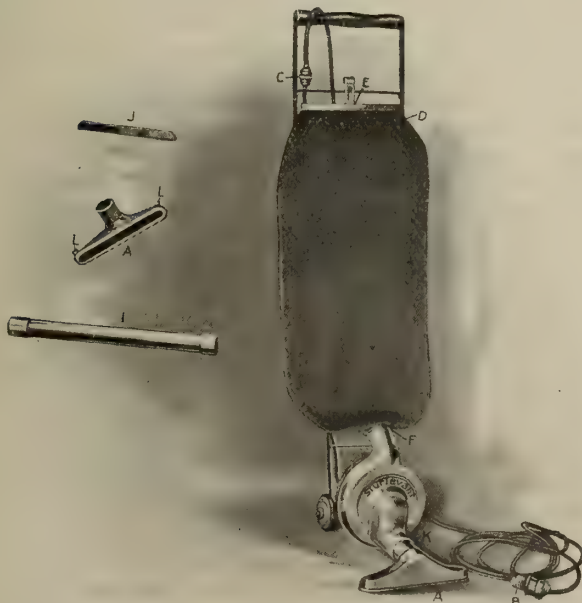
etc. A large range is shown in the catalogue published by the firm. The accompanying cuts show two of the many types offered to the trade.

STURTEVANT CLEANER.

A new Sturtevant vacuum cleaner of the Bag-on-the-Handle type has been developed and is to be placed on the market at once.

This cleaner is the last of a series of 15 which the Sturtevant Company have already built. Besides the Bag-on-the-Handle cleaner, they have six other sizes of portable machines and nine sizes of stationary cleaners.

The new cleaner is shown in the accompanying cut and it is said that it is easily handled.



The Sturtevant Bag-on-the-Handle-Cleaner.

comparing out and it is said that it is easily handled. The wheels enable the operator to shove it around with very little effort.

There is a special thread lifter which is attached to the outlet of the tool used for cleaning carpets and floors. This is said to enable the machine to pick up lint or thread in any quantity, even from carpets which are very hard to clean, and permits perfect cleaning to be done under all circumstances. There is also a special starting switch which will be seen near the top of the frame just below the handle.

The B. F. Sturtevant Company of Canada, Limited, are manufacturing all sizes of these cleaners at their works in Galt, Ont.

FILE DISPLAY BOARDS.

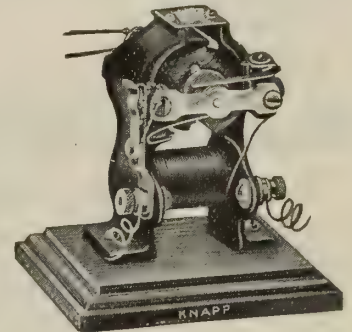
Delta File Works, Philadelphia, Pa., have arranged to supply the trade with attractive display boards showing assortments of files. One of the assortments is shown in the accompanying illustration. The display boards have been made so that they can be used with Multiplex display fixtures as well as in other ways. Full particulars may be secured by writing to the manufacturers.



One of the Display Boards supplied by Delta File Works.

ELECTRIC SPECIALTIES.

Belling Electric, an English firm represented in Canada by Frank Ritz, Suite 9, Winchester Apartments, Toronto, are introducing to the Canadian trade a new line of electric specialties, including electric boiling rings, grillers, grillers-ovens, electric fires for bathroom and bedroom use, etc.



One Type of Knapp Motor.

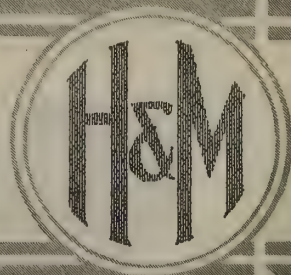
ing electric boiling rings, grillers, grillers-ovens, electric fires for bathroom and bedroom use, etc.

Berlin, Ont., Jan. 21.—At a representative and largely attended meeting of manufacturers of Waterloo County here this afternoon it was decided to energetically get after export trade, particularly in lines which were formerly supplied by Germany and Austria.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

Quite a number of price changes have taken place in hardware lines during the past week mostly in a downward direction. Among the lines affected are iron pipe, waste, packing, linseed oil, and several metals. Business is seasonably quiet. Orders from the small towns are about normal, but city trade is slightly below normal. There is still a disturbing sense of expectancy in hardware circles over rumors which are circulating regarding proposed tariff changes. Considerable price-cutting is noticed in some lines.

MONTREAL.

MONTREAL, Jan. 28, 1915.—Business of an immediate character from country districts of Ontario and Quebec and from the Maritime Provinces continues up to normal or better, which has offset to a large extent the falling off in Western Canada, where there is usually a seasonable demand during this month, and the weakness of the cities of this province and Ontario. Generally it is felt that business is continuing better than could have been looked for, indicating that stocks had been run to a low level. Booking for spring in the sections mentioned is also very good, being up to normal, and some dealers think a little better, than a year ago.

Price changes during the week are largely confined to the metals, where, despite comparatively quiet business, the advances have been important. Tin, spelter and antimony have shown sharp advances, and such markets as galvanized sheets, tinware, solder, etc., are very firm. Copper is holding firm, despite larger production in the United States,

and lead is also holding its own in sympathy with the others. Builders' hardware and supplies are quiet, and movement of stoves is very slow.

A feature of the business is speculation as to what effect the changes in the tariff may have on the market, and there are a large number of articles which are being mentioned. The chief interest in the situation, however, would appear to be on the part of the American houses anxious to get business on this side of the line, and they are urging the advisability of immediate buying, in order to cover the situation.

The Metals.—The market is a very interesting one, and, as during the past several months, continues to be entirely a puzzle. Advances have been made in several departments, and the others are firm. The foreign demand is responsible. London has a strong buying movement for spots, caused by war consumption and shipping congestion, and this has extended to futures, although on the face of conditions the reason is not apparent. Americans have followed the London influence, although in some departments the reason is not very evident. For instance, the improvement in the price of copper has resulted in an increase in the production, and in this metal, as in the others, the consumption is nothing like up to normal on this side of the water. In some departments the metal market shows the evident effect of manipulation.

Tin.—This is the feature market of the week, the advance being 2c a pound. London is the cause. Spots have gone up on short supplies, caused by transportation difficulties and war demand, and futures have advanced also, apparently without reason. The situation has affected prices on this side of the water. Price now 39c-40c.

Copper.—The copper market has been

tending upwards, although there is no change here. Again London has been the influence, as there is some apprehension in the States that the buying movement is under war excitement. The production in America has been curtailed to about 50 per cent., and this is being increased on the higher prices, and a reaction is possible.

Solder.—On the strength of tin the market is advancing, but prices cover a large range from the fact that many dealers who had large stocks bought have not advanced prices, probably owing to the small consumption. "Commercial" is quoted all the way from 19½c to 22c and "strictly" at 22c to 24c.

Other Metals.—There is an advance of a full cent in spelter. American reports are to the effect that dealers appear to have the market cornered and are not offering. It is considered that the foreign demand and market does not warrant the present high prices, and developments are awaited with interest. Price here is \$7.75, as compared with \$6.75 last week and \$6.50 the previous week. The advance in antimony from \$17.50 to \$19 does not appear to have adequate explanation. The American market is strong, but not active, the strength appearing to be underlying. Here the explanation appears to be that local holders are governing the situation. Lead is steady.

Bar Iron and Steel.—This department continues very quiet, with small demand, and there appears to be considerable competition for what business is moving. Instead of the steady base of \$2, there are quotations heard from \$1.95 to \$2.05.

Galvanized Sheets.—Market is very firm under small demand, and prospects are for higher prices in the event of the present high prices for spelter and other raw materials being maintained.

Nails.—Demand here is quiet and shows a falling off. It is reported that competition has demoralized prices in sections west, but dealers here claim to be holding to the base—\$2.15 for wire and \$2.50 for cut.

Iron and Lead Pipe.—Prices here continue firm, but the readjustment in prices which has been promised has not yet been effected. As stated before, it will deal more particularly with a change of

MONTREAL QUOTATIONS.

Tin	39½ to 40c
Spelter	73½c
Copper	14½c
Lead, Trail, cwt.	\$5.00
Lead, Imported, cwt.	\$5.00
Antimony	19c
Solder, ½ x ½	19½ to 22c
Solder "strictly"	22c to 24c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.15 base
Cut Nails	\$2.50 base
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp	11c base
Sisal	9½c to 10c
Lath Yarn	8¾c to 9¼c

the discount system than with alterations of net figures.

Bolts and Screws.—Market is very quiet, but prices of raw materials keep screws very firm. Prices are shown on current market quotation pages.

Rope and Twine.—Situation is firm, an advance being noted in Russian hemp, which, however, has no great effect on the general trade. The trade here recently decided upon fractionally higher prices for sisal and lath yarn, and there is, therefore, a range.

Wire Fencing.—Conditions continue about the same, with continued spring bookings and prospects for good business.

Builders' Hardware and Materials.—These departments are very quiet, and talk of tariff changes, which would affect some lines, has been little or no incentive to buying.

Stoves and Furnaces.—Quietness in this market would seem to indicate that the spring improvement in business, usually looked for about the 1st of February, will be delayed, as had been generally anticipated.

Kitchen Utensils.—Further advances are almost certain to take place in this department on account of the higher prices for raw materials—copper, tin, spelter, etc. Demand from country sections continues good, but cities are dull.

Seasonable Lines.—Business is largely of a sorting-up nature, covering general country lines. Syrup and sugar-making utensils are moving satisfactorily, and there is also a continued demand for shoe calks.

TORONTO.

TORONTO, Jan. 28.—Conditions in the hardware trade in the city are inclined to be quiet and are, if anything, under normal. There is a fair movement in a few seasonable lines but otherwise business is dull. The dull-

TORONTO QUOTATIONS.

Tin	37c
Copper	15c
Lead	5c lb.
Spelter	8c
Antimony	18c lb.
Aluminum Ingot	22c lb.
Aluminum Pattern	23c lb.
Solder, 1/2 x 1/2	23c lb.
Wire Solder	27c lb.
Wiping Solder	20 1/2c lb.
Tinker's Bar Solder	27c lb.
Wire Nails	\$2.05 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9 1/2c base

PARIS GREEN PRICES FOR 1915.

Prices F.O.B. Montreal, Quebec, Halifax and St. John:

	C P Co.	Bergers
600-lb. casks	16	16 3/4
250 lb. casks	16 1/4	17
100-lb. drums	17 1/4	18
50-lb. drums	17 1/4	18
25-lb. drums	17 1/2	18 1/4
1-lb. packages, 100 case	19 1/2	20 1/4
1/2-lb. packages, 100 case	21 1/2	22 1/4
1-lb. tins, 100 case	20 1/4	21 1/4
1/2-lb. tins, 100 case		23 1/4

Prices F.O.B. Toronto, Hamilton and London, 1/4c lb. advance.

ness is to a large extent on account of more or less uncertainty as to the outlook for the immediate future for trade generally. There is a decided tendency to economize and buying is of a more conservative nature than is usual, even at this time of the year. The country trade, on the other hand, is far more satisfactory, although orders even in this case are not heavy. The prospects of a higher tariff continue to cause some uncertainty in the trade and there is much

speculation as to the possible effect on business. The necessity of increased revenue is, however, recognized and higher duties will no doubt be accepted without much criticism.

The most important price change to note this week is in wrought iron pipe; the new prices showing slight decline, varying according to the size of the pipe. Jute rope is cheaper by 1 1/2c per lb., and jute packing from 1c to 1 1/2c per lb. The rope market is seasonably quiet

NEW PRICES ON IRON PIPE.

As predicted in recent issues of Hardware and Metal a change has been made in quotations on standard wrought iron pipe. The quotations in this panel went into effect at Toronto on Jan. 25, and are lower than those previously quoted. The prices shown are for small quantities. Discounts in proportion to size of orders will be given. Following are the net prices now in effect:

BUTTWELD.

Size.	Black.	Galvanized.
1/4" and 3/8"	\$2.07	\$ 2.97
1/2"	2.51	3.44
3/4"	2.88	4.03
1"	4.25	5.95
1 1/4"	5.75	8.05
1 1/2"	6.88	9.63
2"	9.26	12.95
2 1/2"	14.63	20.48
3"	19.13	26.78
3 1/2"	23.00	32.50
4"	27.25	38.15

LAPWELD.

2"	\$10.75	\$14.43
2 1/2"	14.92	20.77
3"	19.51	27.16
3 1/2"	23.46	32.66
4"	27.80	38.70
4 1/2"	34.93	47.63
5"	40.70	55.50
6"	52.80	72.00
7"	73.78	99.96
8" x 25 lbs. per ft.	77.50	105.00
8" x 28 lbs. per foot	89.28	120.96
9"	106.95	144.90
10" x 23 lbs per ft.	99.20	134.40
10" x 40 lbs. per ft.	127.70	173.04
12"	175.00	

and prices are unchanged with the above exception. On this page will be found the new cotton waste list which has just gone into effect. It will be noticed that all lines composed of cotton are cheaper but prices of wool packing waste are higher. The general hardware business is quiet and builders' hardware continues inactive. A few seasonable lines are moving out fairly well, and there is a fair demand for winter sporting goods. There is not much business passing in stoves and heaters but the demand for furnaces has improved during the week. In the metal markets continued strength in London has been reflected in the local market; tin, spelter and solder all showing advances of approximately 1c per pound. The demand, however, is comparatively light, although improving. The pig iron and scrap metal markets are dull while little activity is noticeable in the iron and steel trade.

Tin.—The market is unsettled and continues to advance on account of a scarcity of spot metal there, although as regards "futures" the reason is not very clear. In the local market, tin has advanced 1c and is now being quoted at 37c per pound.

Copper.—The market is strong on account of heavy buying in London and prices are very firm. The international situation with regard to copper is brighter and little trouble may be expected over exports of this metal. In the local market copper is firm at 15c per pound.

Lead.—The demand is increasing and the market is firm with a possibility of higher prices. Lead is being quoted at 5c per pound.

Spelter.—It is reported from New York that the spelter market has been cornered and that the price there is higher than in London. Spelter is in good de-

mand and the market strong at advanced prices. Locally spelter has advanced 1c and is now 8c per pound.

Solders.—There has been an all round advance of 1c per pound on solders on account of the higher price of tin. Prices are given in panel and in the current market quotations.

Other Metals.—The antimony market is quiet but very firm. The metal is in a strong position as the demand is heavy. Locally the price is unchanged at 18c per pound. In the local market there is a fair demand for metals and business is gradually improving, although still of a hand-to-mouth order.

NEW PRICES ON WASTE.		Cents per lb.
Polishing Waste.		
Cream		0 11½
White Wiping Waste.		
XXX Extra		0 09½
X Grand		0 09¼
XLGR		0 08¾
X Empire		0 08
X Press		0 07¼
Colored Wiping Waste.		
Fancy		0 07½
Lion		0 06¾
Standard		0 06
Popular		0 05½
Keen		0 05
Wool Packing Waste.		
Arrow		0 16
Axle		0 11
Anvil		0 08
Anchor		0 06½
Washed Cotton Wipers.		
Select White		0 08½
Mixed Colored		0 06
Dark Colored		0 05
This list subject to trade discount for quantity.		

Scrap Metals.—There is continued dullness in the market and no further change in prices over those reported last week. Prices are given in our current market quotations.

Bar Iron and Steel.—There is a little better demand for bar iron from manufacturing interests, but the general condition of the iron and steel trade shows hardly any improvement. Industrial conditions are against any pronounced recovery in the trade in the immediate future. Prices are unchanged at \$2 base.

Pig Iron.—There is nothing doing in the pig iron market and little prospect of any immediate improvement. Victoria and Hamilton brands are quoted at \$17 per ton.

Wire Nails.—The nail situation is unchanged. Wire nails are being quoted at \$2.05 case, less 2 per cent., 30 days. Cut nails are unchanged at \$2.70 base.

Lead Pipe.—Business is quiet, the building trade not having shown any improvement. Lead pipe is being quoted at 7½c, 5 per cent. off, and waste pipe 9c, 5 per cent. off.

Iron Pipe Change.—On the preceeding page will be found the new pipe list which has been readjusted, prices in

most cases being lower. General conditions are the cause of this change, but how long the list will remain in force is not certain, as there is a possibility of advanced prices in the event of a higher tariff going into effect.

Stoves and Furnaces.—The stove business is quiet, but furnaces are moving out better. Heaters are quiet.

Rope and Twine.—The market is seasonably quiet but prices unchanged with the exception of jute rope which is 1½c lower, being now quoted at 11c per pound. The demand for jute rope is light and the lower price may stimulate business.

Jute Packing Lower.—There has been a change in the prices of jute packing; jute is down and the demand light. The new prices are as follows: Fine jute, 8½c; Beaver 7½c, and coarse sewer 6½c per pound. The decline ranges from ½c to 1½c according to grade.

Duck and Cotton Twine.—A change in prices of these lines may be expected very shortly, owing to the decline in raw cotton.

Cotton Waste Lower.—As predicted in Hardware and Metal on Jan. 9th, prices on cotton waste have been reduced on account of cheaper cotton. It will be noticed in the list which is given in a panel, in another column, that wool packing waste is higher, accounted for by the advance in wool.

LONDON.

LONDON, Ont., Jan. 28, 1915.—Business continues seasonably quiet. Collections are reported fair. A good number of spring orders are being booked. A new price has been issued in barrel churns, which are quoted at 40 per cent. discount, making the net price: No. 4, \$5.40 each; No. 1, \$5.40 each; No. 2, \$6 each; No. 3, \$6.60 each; No. 4, \$7.80 each; No. 5, \$9.60 each.

Change in Packings.

Russian packing is now quoted at 15½c, and Italian No. 2, at 15½c. Other lines are unchanged.

Pure Manila rope is still quoted at 14c base; British Manila, 11c per lb. base; African hemp, 11c lb. base. The demand is very light at present.

Linseed Oil.

No changes have taken place in oil quotations, which are as follows:—

Raw Linseed—

1 to 2 barrels.....	68c per gallon.
3 to 5 ".....	67c " "
6 to 9 ".....	66c " "

Boiled—

1 to 2 ".....	71c " "
3 to 5 ".....	70c " "
6 to 9 ".....	69c " "

Turpentine is quoted in single barrel lots at 66c per Imperial gallon; 2 to 4-barrel lots, 65c per Imperial gallon; 5-gal. lots, 73c per Imperial gallon.

WINNIPEG QUOTATIONS.

Solder	25c-26c lb.
Wire Nails	\$2.80 base
Cut Nails	\$3.35 base
Pure Manila Rope—	15½c lb. base
British Manila Rope ..	12c lb. base
Sisal	10½c lb. base
Linseed Oil, raw	79c gal.
Linseed Oil, boiled	82c gal.
Poultry Netting	50% off
Turpentine	75c
Galvanized Iron, 28 English	
Apollo:	
Fleur de Lis	\$4.75
Queen's Head	5.10
Corrugated Sheets, 28-gauge	
galvanized	\$3.45
Glass, First Break	\$5.25
Anvils:	
Peter Wright ..80 lbs. & up	12½c
Clip Lorn	13½c
Vises:	
Peter Wright 45 lbs. & over	14½c

Orders for spring goods are being booked very much as usual.

Putty and glass are unchanged. Putty is quoted as follows:—

Standard 100-lb. drums.	\$2.75
" 25-lb. " 	2.85
Pure 100-lb. drums.	3.50
" 25-lb. " 	3.60

Quotations in white lead remain unchanged.

WINNIPEG.

WINNIPEG, Jan. 27.—A good improvement in ordering has been noticed in the last week. Dealers are now practically all through with their stock-taking. Inventory sales are quite the order, and already dealers are arranging for their Spring stock. The exceedingly cold weather is causing some to think that Spring will set in early, and with such a possibility in view, it is now time to plan what will be needed by the farmers and by the town people.

Batteries Are Up.

In prices only a few changes have been noted during the week. A little time ago it was stated that batteries were practically certain to advance on the 1st of February. This advance has been definitely announced, the general rise being about 10%, which means an advance per battery of from 1 to 4c. The cause of this rise is, of course, the difficulty of getting some of the materials used in the manufacture. Especially is a certain class of manganese, which comes from Russia, difficult to secure at the present time owing to the Dardanelles being blocked, and to the mines being closed down.

One large handler of batteries expresses his belief that the present rise will be only one of several. Manufacturers will not supply handlers in any large quantities, thus preventing handlers getting a stock which will tide them over any long period. These handlers in their turn have to sell the dealers in comparatively small quantities.

While the advance in batteries is general, there are one or two smaller concerns, which because of fortunate buying, are still able to supply their cells at the old figure and expect to hold to these old figures for a month or two.

Change Coming in Iron Pipe.

Within a week new quotations will be announced on iron pipe. The idea, however, is not to strike any higher figure, but rather to make a re-adjustment in the quotations which seems desirable. Details of this re-adjustment will be given in the next issue.

Linseed Up 2c More.

Following the rapid rise in linseed oil

reported last week, another advance of 2c is herewith reported the raw now being quoted at 79c and the boiled at 82c. Elsewhere in this issue, some fuller comment on the oil situation is made. It may be stated here, however, that the general impression among oil men is that the present prices will probably hold steady or decline slightly, as the advance was really greater than the actual market conditions warranted. These market conditions, however, as far as can be learnt, do justify a strong tone to this product.

What of the Tariff.

At the present time there is a good deal of discussion taking place as to the likelihood of parliament making tariff changes at the coming session. All realize, of course, that the Dominion expenditures this year are greater than they have been for many seasons. On the other hand almost every department is showing decreased revenue. It is felt by some that increased duties will be placed upon many lines with the object of securing the necessary revenue. There is talk of a duty being put upon raw material as well as upon the finished product. This would insure a considerable increase to the Government. It would also, of course, render necessary an increase in the price of many lines.

Definite information as to this action will not, of course, be available until parliament meets, but communications being received from manufacturers at the present time indicate their belief that some such action will be taken.

Paint men report a condition of affairs which is on the whole satisfactory. There is no attempt to claim that large orders are being placed this year. One paint man stated that orders like six and eight hundred dollars are practically unheard of, but dealers are going over their stock now and placing orders from \$75 to \$250. It is evidently the dealers' intention to carry as small a stock as they possibly can and yet give service to their customers. This will require a careful scrutiny of the stock, as the spring advances, in order that supplementary orders may be placed in proper time. The tendency toward moderate buying is regarded by manufacturers as very wholesome.

Generally, collections are reported as fair. In the fall prophecies were to be heard regarding the number of failures which would occur after the new year. It is very cheering to notice that this wholesale assigning has not taken place. Retailers appear to be weathering the hard conditions in very creditable fashion.

THE TURPENTINE SITUATION.

The annual review by Jas. Watt & Son, London, England, of the rosin and turpentine trades during 1914 states that at the end of July, 1914, turpentine had recovered from the great shock of the Savannah collapse in March, 1913.

By that time it was recognized that the 1914 crop in the U. S. would be considerably smaller than those of 1913 and 1912; it was also seen that the wood turpentine industry was in a moribund condition, and that the world's demand was well on the road to overtake the supply forthcoming at, and around, 34/-.

Then—the war-cloud burst over Europe, and there was chaos.

The first fear was that shipments from the U. S. to the U. K. would be greatly hampered and early in August we saw the price rise to 38/6. It was soon evident, however, that American shipments to Great Britain were fairly safe, but to Holland they were risky, and to Germany, Russia and Belgium impossible.

The fear then arose that London would become the "dumping ground" for that quantity which, in normal times, would have been exported to the Continent. So, when several cargoes, afloat to Germany and the Netherlands at the outbreak of the war, were diverted to British ports, it caused a panicky feeling on both sides of the Atlantic; the price quickly dropped to 29/6 in London, and as low as 32 cents is reported to have been taken in the U. S.

Measures had to be devised to meet the difficulties of a wholly unparalleled situation.

In the U.S. it was recognized that the cutting off of about one-third of the outlet called for instant and drastic curtailment of the supply, notwithstanding the smaller crop.

The same American factors who saved the situation in 1913 again intervened; they forced the producers to shut down operations in the woods; they obtained assurance of financial assistance to carry stocks; they formed a protective Turpentine Farmers' Association and they succeeded in putting the trade on its feet again.

In Great Britain the demand proved much better than it had been feared it could be under war conditions; the Continental cargoes diverted to London were soon absorbed, and stocks diminished so rapidly that now they are not only moderate, but really dangerously low.

Only once during this century has the visible supply for London on 31st December been as low as it was in 1914, viz., in 1906, when the supply was 21,811 barrels and the price 50/3.



Paint Department



Making Paint Sales in Winter

*Some Merchants do a Very Fair Paint Business During the Winter Months—
Opportunities for Sales—Labor Cheaper in Winter.*

By HENRY LEWIS.

NOW that the stock-taking season is almost over, let us look around to see if there are not some ways in which sales can be stimulated during an off-season, or rather a season that is usually looked upon as being a quiet one for the retail hardware merchant. Although they are greatly in the minority as far as numbers are concerned, there are a great many hardwaremen who are doing a very fair business in paints during the winter months.

I have in mind one man in particular who runs two or three paint window displays during the winter months. He also pushes paint in many other ways, and he does a very fair amount of winter paint business. There are some hardware dealers who are satisfied to wait until each line is in actual demand, whereas they could employ methods at times when the lines were quiet to create a demand.

Let us look for a few moments at the question of winter paint sales. It is the general opinion of quite a number of dealers to-day that after the early fall rush has been satisfied and paints get quiet, that there is no further demand for them until the following spring rush starts in. Many merchants seem to be satisfied to wait for this demand, and apparently are following the old proverb, which runs—"Everything comes to him who waits." Why wait for a demand when you could, by throwing out a suggestive hint to your customers, create one? Is it your opinion that the merchant who "waits" makes the same progress as the merchant who is not satisfied to wait, but goes out after this demand and meets it two or three months in advance of his competitor? Which of the two appeals to you as the one to succeed?

Some people will ask, "what class of painting can be carried on during the winter months?" Outside work, of course, is suspended during the cold weather, so naturally we will have to direct

our attention to inside work altogether. Now the question arises, what advantages are there in painting at this time of the year. First and foremost comes the answer temperature. There is but little doubt that when the stoves and furnaces are going full blast that the air as well as the walls and ceilings of any house is much dryer than during the summer, spring and fall. Therefore, it seems that for inside decorating a better season could not be chosen.

The home of every man is used during the winter months for entertaining, or even spending quiet evenings there, and everyone will admit that the more attractive and pleasant the home appears, the more pride the family will take in it. Almost every man spends quite a number of evenings at home during the winter months, and these could be devoted to the brightening up of his house.

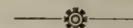
These facts will have to be brought to the attention of your customers, as most people think the proper time for this work is in the spring. Why should any man live in his house all winter and then as soon as he can take advantage of the outdoor air by enjoying his evenings on the verandah or elsewhere, start to paint up the interior of the house?

One of the quickest ways to bring these facts before your customers is to make a window display of paints used for inside work. Possibly a couple of neat window cards bearing helpful suggestions would break the ice, or, in other words, bring the attention of your customer or the passer-by to the idea of brightening up his home. It might also be a good plan to mention these things to customers who enter your store, as it could be done without any trouble while waiting on them, and point out to them the advantages to be gained by doing this work at the present time.

There is one important feature in connection with this work which does not come into play as often as it should, and with some dealers it is never

thought of. To use paint it is necessary to use a brush, and there are very few homes to-day possessing a good paint brush. It, therefore, might not be a bad idea to make a display of some brushes as well. If a merchant gets after this business there is no good reason why he cannot show a decided increase in his paint sales during the winter months. The demand will have to be created, and this can be done by suggesting the idea in different ways to the customer.

Perhaps the most redeeming features of brightening up during the winter months by the man who does not do this work himself will be the argument of cost. In the first place, labor is cheaper than in the summer months, as it is the off-season of the trade, and naturally those employed in that work are only too anxious for employment and will not make their prices too stiff. Then, again, skilled workers could be secured, as there would be a larger field of men to choose from. The lines which would come into prominence would be floor preparations, varnishes, stains and paints for walls, etc. Even if it is impossible for a man of ordinary circumstances to spend the money for labor, this work can all be done by an amateur, as there are no fancy or delicate parts to paint.



ANNUAL MEETING SASKATOON, R. M. A.

(Continued from page 26.)

run into the city from various parts of the country, say, Tuesdays and Fridays. Each member of the association could contribute a donation towards this, and a certain percentage of the money spent by those who came in could be returned to the customers, the stubs of their receipts being turned in to a central office. A combined system of advertising the price of their goods and these excursions in the newspapers could be adopted, and he believed that great benefit would accrue to the business houses of the city if this was adopted. He mentioned that the same thing had been tried at Weyburn, and one merchant had 1,100 visitors in his store in one day as the result. The executive was asked to take up the matter, in conjunction with Mr. Burton, at their next meeting.



MARTIN-SENOUR PAINTS AND VARNISHES



MADE IN CANADA

News From the Front

The Martin-Senour Co., Ltd., is right out in front with the strongest publicity campaign ever used by any Paint and Varnish firm in this country, to further promote the sale of their products.

What does this mean for our Dealer Agents?

It means that, war or no war, we are going to sell **more Paint** and **more Varnish** than ever before.

It means that every Martin-Senour Dealer Agent is going to benefit immeasurably by this campaign and sell **more Paint** and **more Varnish** than ever before.

This campaign is complete in every detail. All the best mediums of publicity will be used, including the largely circulated city and town Newspapers, Magazines, Farm and Religious Journals, etc.

This story of Martin-Senour Quality and Merit will be carried to every nook and corner of the country, and will be read by several million people.

Coupled with this campaign of Publicity, we have many new features of display for both Interior and Exterior use.

In fact, the Ship "Big Sales" is cleared for action and ready to sail.



The **MARTIN-SENOUR** *Co.*

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO

MONTREAL

WINNIPEG

HALIFAX

LINCOLN

TORONTO



This Label Means Satisfied Varnish Customers and Profitable Varnish Sales

The Berry Brothers label on a varnish barrel or can is a safe guide to good varnish, either for the user or the dealer.

It stands for an experience of over half a century in the making and use of finishes and japans for every known purpose.

**BERRY
BROTHERS
VARNISHES**

Dealers in paints and varnishes throughout the Dominion

know that they can place the utmost confidence in the products of the House of Berry Brothers.

There is a Berry Brothers product for every finishing need, but the most frequent

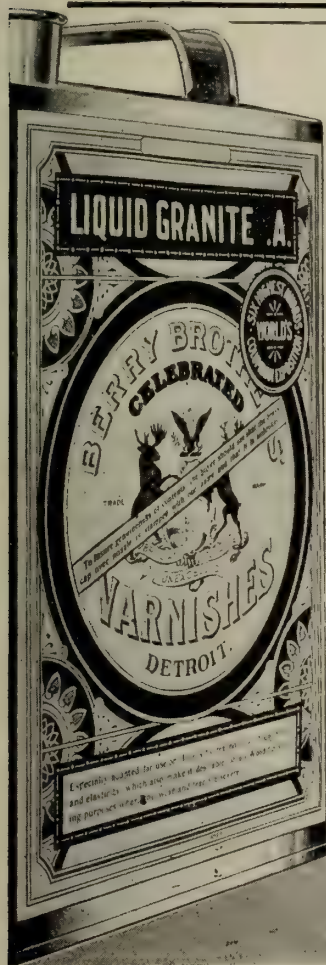
needs are met by one of the following:—

Liquid Granite—A floor varnish whose name suggests its wonderful durability.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

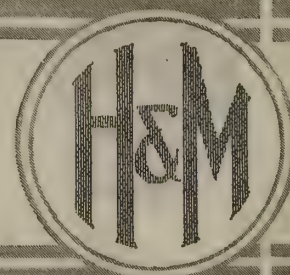
BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Walkerville, Ontario





Weekly Paint Markets



MONTREAL.

MONTREAL, Jan. 28.—The situation in general remains much the same, with a light demand for immediate delivery and satisfactory orders for spring from country districts in Ontario and East. New prices for Paris green have been announced, and, while C. P. C. is quoted about the same as the prices announced a year ago, Bergers is a full cent. under for the time being. Prices are likely to strengthen later, it is announced. White lead market is advancing, an increase of 10c cwt. being noted in less than ton lots, and further increases are spoken of. Linseed oil is stronger than last week, but advances are not material, although 70c and 73c on a barrel basis is mentioned, where 69c and 72c was the high mark a week ago.

Linseed Oil.—The tendency in the oil market is still upward. Crushers are still quoting as a week ago for immediate delivery, but for orders a few weeks hence the price is one cent. above, or 68½c and 71c on the barrel basis. Futures are generally higher. In the trade the quotation of 68c and 71c is still given by one firm, but generally the tendency is higher, and from two sources the price given was 70c and 73c, which is a full cent above the maximum of a week ago. The business is being conducted on a very close basis, and orders are generally small; in many cases deliveries are at the market on placed orders—but what the market is for the time being is hard to decide.

	Raw.	Boiled.
1 to 2 barrels	68c-70c	71c-73c
3 to 5 barrels	67c-69c	70c-72c
6 to 9 barrels	66c-68c	69c-71c
10 barrels over	65c-67c	68c-70c
5-gal. lots	70c-72c	73c-75c
5-gal. cans, 50c each; 10-gal. cans, 75c each.		

Gasoline and Benzine.—The market continues without change and demand is fair. Possibilities of a tariff are still a live factor.

Turpentine.—Conditions continue very unsettled here, so far as prices are concerned, although there appears to be a further small improvement in demand. Refiners are still quoting 63½c, but the dealers are all over the market. While 65c is still quoted in single barrel lots,

this appears to be the top, and some seem satisfied to get 63c. In one exceptional instance a price of 62c is indirectly reported.

	Per gal.
½-bbl. lots	66c 68c
1-bbl. lots	63c 65c
2 to 4-bbl. lots	62c 64c
5 to 10-bbl. lots	61c 63c

Paris Green.—The new prices for Paris Green for C. P. C. and Bergers brands are given this week. It will be noted that for the former the new quotations indicate a ¼c off, and for the latter there is an even cent reduction. At the same time, it must be remembered that the business was in rather a bad position at the opening a year ago and prices were high. For the time being the agents for Bergers report that the lower prices will hold, but there is likely to be an early advance. It is reported that there are considerable stocks in dealers' hands, and that as soon as these are exhausted the advanced values of bluestone and other raw materials affected by the war will effect a higher range.

White Lead.—Position of white lead has been gaining strength for some time, and the result is noted in an advance of 10c in less than ton lots. Prices now are \$8.40 and \$8.75. It is reported that there are likely to be further changes in an upward direction.

Glass and Putty.—Glass continues in a strong position, but demand is light. Putty is also strong on a weak demand.

TORONTO.

TORONTO, Jan. 28.—Conditions in the paint market are showing some improvement with regard to the country trade; one paint house reports that they have booked more spring orders this year than last for the corresponding period. On the other hand, the city trade is quiet, but has shown some improvement since the beginning of the year.

Linseed oil is in light demand but is very firm and is expected to advance again in the near future. Turpentine is unchanged and business is dull. The new Paris Green list will be found in another column; prices are the same as last year. White lead bookings are show-

ing some improvement and the demand for whiting is better. The glass situation is unchanged and business is quiet. Putty is unchanged with light demand. Collections are still slow.

Linseed Oil.—The demand is light but prices are being maintained very firm. It is generally agreed that oil is too cheap at the present price considering the high level flaxseed has reached, and that oil is bound to advance. Flaxseed for future delivery is even higher than spot seed. One reason why business is light at the present time is because a considerable quantity of oil was sold last November at prices which could not be secured now within 10c per gallon, and consumers do not like paying the present and higher price; there is, however, little prospect of cheaper oil. The following prices are being quoted in Toronto.

	Raw.	Boiled.
Single bbls.	68	71
3 to 5 bbls.	67	70
6 to 9 bbls.	66	69

Turpentine.—The fact that turpentine and resin have been declared contraband by the British Government is helping to maintain prices, although there is very little turpentine moving. Producers in the South have been trying to induce the government at Washington to force the British Government to withdraw this decision, but without effect. Resin is used largely as a matrix in the manufacture of shells; it can therefore be readily understood why it was placed on the contraband list, and why the British Government refused to rescind its decision. The following prices are prevailing in Toronto: Single bbls., 66c; 2 to 4 bbls., 65c; 5-gallon lots, 73c per Imperial gallon.

Paris Green.—As stated in the last issue of Hardware and Metal a new price list for 1915 has been issued which will be found in another column. It will be observed that the prices are the same as last year and are subject to the same conditions.

White Lead.—Bookings are good and market is firm. One house has advanced lead 10c per cwt., on quantities of less than ton lots only. This advance is not general.

A TRIUNE TRIUMPH SCIENCE

states that the perfect paint must consist of the perfect proportion of 70 per cent. of Pure White Lead and 30 per cent. of Pure Oxide of Zinc, ground in pure Linseed Oil and Dryers—the formula we have taken for our

B-H "English" Paints

(70% Brandram's B. B. Genuine White Lead, 30% Pure Oxide of Zinc for all colors and tints made on a white base.)

COMMERCE

finds in the unequalled and world-wide acknowledgment of the superiority of Brandram's B. B. Genuine White Lead—and the established position of B-H "English" Paints, the guarantee of a sure and steady sale on a sound PROFIT BASIS. This fact is making a strong appeal to the progressive Canadian business man of to-day.

ART

appeals to the consumer particularly, who is concerned with the artistic effects he can secure with B-H "English" Paints—their brilliancy and purity—the exquisite range of colors and tints—and the expert color schemes and arrangements supplied to him by the dealer, all count with him. These things enable architects to specify without hesitation and make property owners prefer B-H "English" Paints every time.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.
Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.
"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12½; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 20 days net.

Shot standard, 100 lbs., \$15. 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.
Cookson's or Hallett's 19 00 18 00

ANVILS.
Buckworth, per lb. 0 10½

AUGERS.
Ford's auger bits, 30 and 10 p.c. Irwin's auger, 45 p.c. Inman's auger 70 p.c. Rockford's auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AXES.
Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.
No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

BABBITT.
Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.
—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooners' Copperline, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).
Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.
Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½%. Machine Bolts, ¾ in. dia. and smaller, 70 and 5%. Machine Bolts, 7-16 in. dia. and larger, 60 and 5%. Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%. Coach and Lag Screws, 75 and 5%. Skein Bolts, 75%. Square Head Blank Bolts, 60%. Bolt Ends, 60 and 5%. Plow Bolts, 55, 10 and 5%. Elevator Bolts, 60 and 5%. Fancy Head Bolts, 50 and 5%. Shaft Bolts (\$3) list, 50 and 10%. Step Bolts, large head (\$3) list, 50 and 5%. Whiffletree Bolts, 50 and 5%. Nuts, Square, 4½c off list. Nuts, Hexagon, 4½c off list. Stove Rods, per lb., 5½ to 6c. Stove Bolts, 80 and 7½%. Tire Bolts, 75%.

BRASS. Per lb
Springs, sheets, up to 20 gauge 0 25
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.
Plated, bower barff and nickel, No. 241, 45%. Wrought brass, 45% off revised list. Cast iron loose pin, 60%. Wrought steel fast joint and loose pin, 70 and 5%. Crescent brands, 70%.

BARS (Clothes).
3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).
30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE. Per doz.
No. 0, ¾ inch rim, 16x22.... 4 25
No. 1, ¾ inch rim, 18x24.... 4 75
No. 2, ¾ inch rim, 18x28.... 5 25
No. 3, ¾ inch rim, 20x30.... 5 90
No. 0, ¾ inch rim, 16x22.... 4 60
No. 1, ¾ inch rim, 18x24.... 5 30
No. 2, ¾ inch rim, 18x28.... 5 60
No. 3, ¾ inch rim, 20x30.... 6 30

BOARDS (Ironing).
Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).
Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash). Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass) 3 75
Western King (Enamel) ... 3 50
Reaver (Brass) 3 50

BRUSHES.
Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C.

CANS.
Milk cans and pails, 35%. Creamery cans, 35 and 12½%. Railway cans, 40 and 12½%. Hand, delivery and creamery cans, 35%. Cream cans, 35 and 12½%; with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 20%.

Common, cork-lined, 3 per cent. Cans, jacketted.
1 gal. jacketted, per doz. .. 2 70
2 gal. jacketted, per doz. .. 3 60
3 gal. jacketted, per doz. .. 4 20
5 gal. jacketted, per doz. .. 4 80
10 gal. jacketted, per doz. .. 8 40

CEMENT AND FIREBRICK.
Less than carload lots .. 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English, 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English, 17 00 21 00
Fire Brick, Am., low, 23 00 25 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).
1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING. Per gal.
Roofing cement (in bbls.) .. 0 17
Cement (in 5 and 10 gals.) .. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.
Carpenter, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross ... 2 40 6 75
Crayons, per gross. 0 20

CHISELS.
Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.
Proof coil, per 100 lbs., ¼, \$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16, \$4.05; ½, \$3.80; 9-16, \$3.80; 5/8, \$3.65; ¾, \$3.60; ¾, \$3.40; 1, \$3.20.

Electric Weld Coll Chain—RB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.
No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, 18; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 10 per cent.; f.o.b. Ottawa, Kingston, and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).
Eureka Electric, each \$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner 6 50
Cadillac Electric, Model C. 18 00
Cadillac Electric, Model D 20 00

COMPOUND. Per case.
Soclean Sweeping.
4½ lb. size, 2 doz. in case. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case ... 6 75

COPPER. Montreal Toronto
Casting ingot \$15 00 \$15 00
Bars, ½ to 2 in. 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14 x 60 base 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).
No. 5, Special 0 50
No. 6, lb. 0 25½
No. 7, lb. 0 24½
No. 8, No. 9, No. 10, No. 12 0 24

CRATES.
Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. ... 3 50

CANADA PLATES.
Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets. 3 85 4 00

Galvanized.
Apollo D. Crown Gorbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x60 .. 9 40 9 40 9 70

M.L.S. and Famous— Per box
I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 9 50

CHARCOAL TIN PLATES.
Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 9 50

"Allaway's Best" Standard Quality.
I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.
Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin 9 40

COKE BRIGHT.
Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES. 7½c per lb
CLOCKS, ALARM.
Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS. 4½c per lb.

DRILLS. D
Bit Stock Drills, 60 and 5 p.c. Wood Drills, 35 p.c. Straight Shank Drills, 50 and 10 per cent.

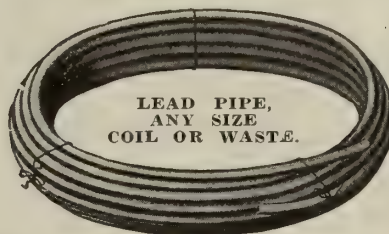
MADE IN CANADA



Harris Heavy Pressure

The Babbitt Metal
"WITHOUT A FAULT"

WRITE FOR CATALOGUE "A"
MAILED FREE.



STRICTLY SOLDER IS A FAVORITE.



EASY WIPING SOLDER.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been "making good"—for us, for the dealer and for the man who finally used them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line".

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal



Made in Canada

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double		Standard	
29 in.		Single	
7 oz. .. 0 17½	6 oz. .. 0 11½		
8 oz. .. 0 19½	7 oz. .. 0 13		
9 oz. .. 0 22	8 oz. .. 0 14½		
10 oz. .. 0 24½	9 oz. .. 0 16½		
12 oz. .. 0 29½	10 oz. .. 0 18		
15 oz. .. 0 36½	12 oz. .. 0 21½		
	15 oz. .. 0 29		

Standard, Single Filled, 36-inch.
7 oz. 0 17 10 oz. 0 23½
8 oz. 0 19 12 oz. 0 28½

F**FILES AND RASPS. Per cent.**

Disston's 75
Great Western American... 75
Kearney and Foot, Arcade 75
J. Barton Smith Eagle 75
McClellan Globe 75
Black Diamond 66 2-3
Delta Files 65
Nicholson 66½
Jowett's (English list) ... 27½
Spear & Jackson (Eng. list) 35
Globe 75
Hellers 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STAIL.

	Doz.
Hollow	0 81
Solid	1 26

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE.

	Montreal
Single bbls., per bb	18½
Three bbls. and over.....	18

	Toronto
Any quantity, in bbls.....	18
Drums, 40-gal., per gal.	15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web 2 45

HALTERS (SISAL)

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over 0 06
Masons, 5 lbs. and over 0 06
Napping, up to 2 lbs. 0 09

HANDLES (WOOD).

	Net.
Axe, No. 3 culls, doz.	0 60
Axe, No. 1 hickory, doz.	2 04
Axe, 2nd growth, doz.	3 00
Second growth ash, fork and shovel handles, 35 per cent.	
Extra ash fork, hoe, rake and shovel handles, 35 per cent.	
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.	
Team whiffletrees and neck-yokes, 30 per cent.	

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger, full set 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track. Special.
zenith 9 00
Atlas, steel covered... \$5 25
Perfect, No. 1 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 10 00
New Milo, flexible 6 00

Double strap hangers, doz. sets 6 50
Standard, jointed hangers, doz. sets .. 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 5 75
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) \$3 25
Steel track, 1½ in. 4 75

HATCHETS. Samson Samson

Per doz.	Shingle	Claw
No. 1	13 13	15 10
No. 2	14 20	15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12 0 13½
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP**HINGES. Strap. Tee.**

4 in., doz. prs.	\$1 03	\$0 87
5 in., doz. prs.	1 25	1 00
6 in., doz. prs.	1 35	1 03
8 in., doz. prs.	1 84	1 38
10 in., doz. prs.	3 24	2 27
12 in., doz. prs.	4 03	3 73
14 in., doz. prs.	4 59	4 00

Heavy tee and strap discount, 40-10 per cent.

Light tee and strap discount, 70 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. ... 5 00

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ¾ in., per lb. 5½

Extra hooks for above, ¾ in., per lb. 5½

Crate hinges and back flaps, 65 and 5 per cent.

Chest hinges and hinge hasps, 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5,

\$18.00; No. 10, \$19.50; No. 20,

\$8.50; No. 50, \$24; No. 51, \$9.60;

No. 120, \$17.40; offset No. 192,

\$16.80.

Chicago hold back screen door

iron, gross, \$12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000).

45 per cent.

Garden City fire house hinges.

12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3½-lb., \$4 doz.

HOOKS, GRASS. Canadian English

No. 2, per doz. 1 60 2 50

No. 3, per doz. 1 70 2 90

No. 4, per doz. 1 80 3 25

HOOKS, CORN.

Eureka, doz. 1 80

Cyclone, doz. 2 40

Hoes, corn, doz. 4 50

HORSESHOES.

Iron shoes, light, medium and

heavy, No. 2 and larger, \$3.90;

No. 1 and smaller, \$4.15; snow

pattern, No. 2 and larger, \$4.15;

No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1

to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.00; "X.L." steel shoes, feather weight pattern, all

sizes, No. 0 to 4, \$5.75; special

countersunk steel, all sizes, 0-4,

\$6.25; toe weight steel shoes, all

sizes, No. 1 to 4, \$6.75. F.O.B.

Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition 70 10 p.c.
Corrugated, 1½ in., ft. 0 11
Corrugated, ¾ in., ft. 0 14½
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

	Montreal	Toronto
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Angles base 2 50 2 50

Common bar, per

100 lbs. 2 05 2 00

Forged iron, per

100 lbs. 2 30 2 35

Refined iron, per

100 lbs. 2 40 2 40

Horseshoe iron, per

100 lbs. 2 40 2 40

Mild steel 2 25 2 00

Sleigh shoe steel... 2 25 2 25

Domestic 2 30 2 00

Reeled machinery

steel 2 75 3 00

Tire steel 2 35 2 20

Sheet cast steel ... 0 15 0 15

Toe calk steel 3 10 3 15

Mining cast steel ... 0 07½ 0 07½

High speed 0 65 0 65

Cammell Laird 0 15

Black Diamond tool

steel 0 08½ 0 08½

Silver tool steel ... 0 13½ 0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch 0 06

¾ to 1-7-16 in. 0 05½

17-16 to 3 inch 0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case

lots \$9 50

Less than case, 25c per 100 lbs.

72x30 up to 26 gauge, case

lots 10 00

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished,

per set 0 78

Mrs. Potts, No. 50, nickel-

plated, per set 0 85

Mrs. Potts, handles, japan-

ned, per gross 9 00

Sad irons, common, plain. 5 00

Sad irons, common, plated. 5 50

Asbestos, No. 70, per set .. 1 50

Asbestos, No. 90, per set .. 1 20

Princess Electric, each ... 3 00

Ideal Electric, each 2 85

Gasoline Sad Iron, each ... 3 50

Ideal Gasoline, each 3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock 12c ft.

Ontario 16c ft.

Faultless 20c ft.

Extra Heavy 28c ft.

Hercules 23c ft.

Decorator 18c and 20c ft.

Perfect 22c ft.

Chair Ladders, each \$2 00

(Roped Extension).

20 ft. \$3 00 42 ft. \$7 95

22 ft. 3 30 44 ft. 8 36

24 ft. 3 60 46 ft. 8 74

26 ft. 3 90 48 ft. 9 12

28 ft. 4 20 50 ft. 9 50

30 ft. 4 50 52 ft. 11 44

32 ft. 4 80 54 ft. 11 88

34 ft. 5 78 56 ft. 12 32

36 ft. 6 12 58 ft. 12 76

38 ft. 6 46 60 ft. 13 20

40 ft. 6 80

(Common Extension).

20 ft. each \$2 60

22 " 2 86

24 " 3 12

26 " 3 34

28 " 3 64

30 " 3 90

32 " 4 16

34 " 5 10

36 " 5 40

38 " 5 70

40 " 6 00

44 " 7 48

(Common Single).

Fruit picking ladders, long nose, same price as common
22 ft., each 2 64
16 ft., each 1 76
14 ft., each 1 54
12 ft., each 1 20
single ladders; sort nose, 1c per
18 ft., per doz., \$4.75; all brass, 1 96
20 ft., each 2 40
foot additional.
8 ft., each \$0 80

LANTERNS.

Per doz.

No. 0 Tubular Hot Blast Coment,

plain, per doz., \$4.75; all brass,

per doz., \$10; all brass, nickel-

plated, per doz., \$15.

Banner Buggy 10 75

Banner Junior 11 75

Trulite 7 00

Wrightlights 7 00

Beacon 7 00

No. 2, or 4, plain cold blast 7 00

Short globe, pattern 7 00

Cold blast, japanned 7 00

Brass, well japanned 9 25

All brass 24 00

Little Bobs A.C., doz. 1 90

LANTERN GLOBES.

Cold blast, short ruby 1 75

Cold blast, common ruby... 1 60

Just February and March and then-----

SPRING PAINTING BEGINS!

WITH

Jamieson's Pure Prepared Paints and Varnishes

on the "firing line" you'll command
the trade in your locality.

R. C. Jamieson & Co.,
LIMITED

Montreal Vancouver

Established 1858

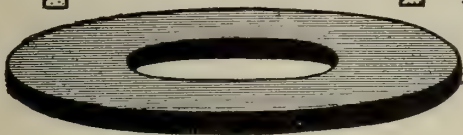
Owning and operating P. D.
Dods & Co., Ltd.

The Jamieson 100% VALUE will get you the re-orders of the best of painters. Not long till Spring painting begins, so be sure to place your order now. Let us put our Agency proposition before you.

Wrought and Steel Plate **WASHERS** OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates. Sheared and Punched
Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The
R. McDougall Co., LIMITED
GALT, CANADA



MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory. 1 95	
Lignum Vitae, round, 5 in. 2 40	
Caulking, No. 8, oak.....	15 00

MANGLES.	
Victor, each	\$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6.....	1 00
Size glass, 5 x 7.....	1 25
Size glass, 6 x 9.....	1 60
Size glass, 7 x 9.....	1 75
Size glass, 8 x 10.....	2 00
Size glass, 9 x 12.....	2 60
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75

MOPS.	
Mops, O-Cedar, doz.....	\$12 00
S. W. Mops, doz.....	3 25
New Wizard, small, doz....	8 00
New Wizard, large.....	10 00
Mop sticks, doz.....	1 10
Cast head mops, doz.....	1 35
Crescent, doz.....	1 50
Crank wringing, doz.....	4 75
Extra Cloths.	
Challenge, doz.....	2 10
Woven, cloths, doz.....	1 35

NAILS.	
Standard steel wire nails,	
Toronto, \$2.05 base; Montreal,	
\$2.15 base; London, \$2.05 base.	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75%.	
Coopers' nails, 33 1-3%.	
Pressed spikes, ½ diameter,	
per 100 lbs., \$3 base.	

NAILS (HORSE SHOE).	Per box
Capewell.	
No. 4, in 25-lb. box.....	\$3 75
No. 5, in 25-lb. box.....	3 75
No. 6, in 25-lb. box.....	3 50
No. 7, in 25-lb. box.....	3 25
No. 8, in 25-lb. box.....	3 25
No. 9, 10, 11 and 12, in 25-	
lb. box	3 00
Less 10 and 5 per cent. off.	

NAILS (HORSE).	
M.R.M. cold forged process	
list, 10th January, 1912.	
Size. Length.	Prices per
	25-lb. box.
No. 3, 1½-inch	\$4 10
No. 4, 1¾-inch	3 75
No. 5, 1 15-16	3 50
No. 6, 2¼	3 10
No. 7, 2 5-16	2 90
No. 8, 2½	2 75
No. 9, 2 11-16	2 60
No. 10, 2½	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.	
2 in. mesh, 19 w.g., 50-10-5%	
off; 1½ in. mesh, 50-10-5% off.	

NET PRICES ON SMALL SIZES POULTRY NETTING.

½ in. x 22 ga. x 12-in., roll.	\$3 00
½ in. x 22 ga. x 18-in., roll.	4 30
½ in. x 22 ga. x 24-in., roll.	5 65
½ in. x 22 ga. x 30-in., roll.	6 90
½ in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 50
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10

Poultry netting staples, 60%.

OAKUM.	Per 100 lbs.
Best (American)	9 50
U.S. Navy (American)....	9 00
New hemp (English).....	7 00
U.S. Navy (English).....	6 50
Navy (English)	6 00
Best Navy	5 00
Plumbers (spun)	4 00

OIL.	
Can. prime white	
petrol	0 13½
Royalite	0 17
0 14	
Palatine	0 21½
0 16½	
Castor Oil, per lb. 0 08½	
0 08½	
Black oil (Summer) 0 12½	
0 12	
Black oil (Winter) 0 14½	
0 14	
Cylinder Green	0 35
0 35	
Paraffine	0 22
0 20	
XXX Machine	0 25½
0 21	

OLD MATERIALS.	
F.o.b. Toronto.	
Tea lead, pack, 2½ lb.	
Tea lead, chest, 3c lb.	
Lead (heavy pipe, etc.), 3¼c.	

Brass, heavy, 7½c lb.	
Brass, light, 5½c lb.	
Zinc, heavy, 4c lb.	
Copper, heavy, 10c lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Mach. compos., No. 1, 9c lb.	
Compos. turnings, No. 1, 8¼c lb.	
Rubbers, such as old rubber,	
boots and shoes, according to	
trim, 5½c to 6c lb.; overshoes,	
lumbermen's rubber boots, etc.,	
5 to 6c lb.; auto tires, etc., 4c;	
bicycle tires, 2½c.	

PACKING (JUTE).	
Per Coil Lots.	
Fine jute, lb.	0 08½
Beaver, lb.	0 07½
Coarse sewer, lb.	0 06½

PAPER, ETC.	
O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	

Plain Fibre, No. 1.....	0 50
Plain Fibre, No. 2.....	0 32
Tarred Fibre, No. 1.....	0 62
Tarred Fibre, No. 2.....	0 43
Tarred Fibre, Cyclone, 25	
lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck	
Brand, per roll	0 62
Dry Fibre, Good Luck	
Brand, per roll	0 50
Per 100 lbs.	

Oiled waterproof building	
paper, 600 sq. ft. roll.....	1 05
400 sq. ft. roll	0 85
O.K. Brand corded sheathing	
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
Per 100 lbs.	

Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll.	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs.	2 00
Liquid Roofing Cement,	
bbls., per gallon	0 17
Liquid tins cement, 5a	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Cans, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz. 2 10	

PICKS (CLAY).	
5 to 6 lbs., doz.	3 75
7 lbs., doz.	4 00
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.	
Selected full count.	Per case
5 gross, 4-in. (loose)	\$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

PIN (ESCUTCHEON).	
Steel, discount, 50 per cent.	
Brass, 50 per cent.	

PIPE, STANDARD WROUGHT.

Butt-weld.	
Size	Black Galvanized
¼ and ¾ inch.	\$2 16
¾ inch	3 57
1 inch	4 20
1¼ inch	4 51
1½ inches	6 10
2 inches	7 29
2½ inches	9 81
3 inches	15 80
3½ inches	20 66
4 inches	24 84
4½ inches	29 43
Lap-weld.	
2 inches	11 29
2½ inches	16 38
3 inches	21 42
3½ inches	25 76
4 inches	30 52
4½ inches	35 56
5 inches	41 44
6 inches	53 76
7 inches	79 97

8"x25 lbs. per ft. 83 75	111 30
8"x28 lbs. per ft. 96 48	128 40
9 inches	115 60
10"x32 lbs per ft 107 20	142 40
10"x40 lbs.	138 00
12 inches	174 90

For new prices see panel on another page.

PIPE (LEAD).	
Lead pipe, 7½c, 5% off.	
Lead waste pipe, 9c; 5% off.	
Traps and bends, 40% off.	

PIPE (SOIL).	
Medium and extra heavy pipe	
up to 6-inch, 65% and 10 off.	
7 and 8-in., 45% off.	

PIPE (CONDUCTOR).	
2 inch, in 10-ft. lengths....	3 45
3 inch, in 10-ft. lengths....	4 20
4 inch, in 10-ft. lengths....	5 53
5 inch, in 10-ft. lengths....	7 60
6 inch, in 10-ft. lengths....	9 25

PITCH.	
Pine, per bbl.	4 50

PLANES.	
Wood bench, Can., 15 per cent	
Wood, fancy, 30 to 35 per cent.	
Prices, Planes and Nippers.	
Buttons, genuine, 37½ to 40	
per cent.	

PLATES (BOILER).	
Montreal Toronto	
Plates, 1¼ to ½ inch,	2 40
per 100 lbs.	2 50
Heads, per 100 lbs.	2 65
Tank plates, 3-16 inch 2 70	2 80

PLUGS (METAL).	
Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH.	Doz.
O-Cedar, 4 oz. bottles	\$2 06
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-ozs.	2 00
Liquid veneer, 12-ozs.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste. 6 60	
Axoline brass cleaner, 100	
in pkg.	6 50

RAZORS.	Per doz.
Boker's King Cutter	14 50
Henckels	7 50
20 60	
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	17 50
Ever-Ready, doz.	9 00
Ern Razors	6 00
Ern Junior Razor	14 50

REELS, HOSE.	
Plain wood, each	0 75
Plain wood, with drum, ea. 0 95	
Metal	1 40

RIVETS AND BURRS.	
Iron rivets, blacked and tinned.	
75%.	
Iron burrs, 75 per cent.	
Copper rivets, usual proportion	
of burrs, 35 and 12½; burrs, 30	
and 12½ per cent.	
Extras on Coppered Rivets, ¼-	
lb. packages, 1c per lb.; ¾-lb.	
pkgs., 2c lb.	
Coppered Rivets, net extras.	
2½c per lb.	

ROOFING.	
Tarred felt (7 oz.)	\$2 10
Tarred felt (10 oz.)	2 30
Tarred felt (16 oz.)	2 16
Per roll	
2 ply R.R.	0 45
3 ply R.R.	0 35
2 ply R.R., complete in roll 1 15	
3 ply R.R., complete in roll 1 35	
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2 ply, Shield, per roll 0 75	
Ready 3 ply, Shield, per roll 0 95	
Tarred 20 roofing felt.	2 10
Tarred roofing felt, cwt....	2 10
Campo certainited, 1 ply....	1 25
Campo certainited, 2 ply....	1 55
Campo certainited, 3 ply....	1 85

ROPE.	Lb.
Pure Manila basis	14
British Manila basis	11
African hemp basis	11
Sisal basis	9½-10
Double lath yarn basis	9½-9¾

Single lath yarn basis	8¾-9¼
Russian deep sea line basis 23	
Russian tarred ratline basis 19	
Russian tarred bolt rope	
basis	21
Jute rope basis	11
Italian rope basis	24

Basis (¾" dia. and larger).

Cotton rope, 3-16 and larger 0 1	
Sisal Clothes Line.	
3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 7
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
3 ply, 100 ft.	1 50
6 ply, 40 ft.	0 95
6 ply, 48 ft.	1 15
6 ply, 60 ft.	1 45
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

RULES, BOXWOOD.	Per doz.
No. 1375—2 ft.	1 80
No. 1101—2 ft.	3 96
No. 1167—2 ft.	3 60
No. 1106—2 ft.	4 10
No. 1375—3 ft.	2 50
No. 1112—3 ft., hf. bound. 6 00	
No. 1190—With level.	8 85
No. 1493—Brass blacks'hs 1 70	
No. 1494—Brass blacks'hs 2 20	

SAWS.	
Atkins Hand and Crescent, 25 p.c.	
Disston's Hand, net prices, new	
list.	
Simonds' Hand, 15 per cent.	
Shurly & Dietrich, 35 per cent.	
Spear & Jackson, 40 per cent.	

SCALES.	
Imperial standard	30%
Champion Even Balance	45%
Champion Union	50%
Champion Platform	45%
Gurney Standard	30%
Union Scale	50%
Union Even Balance	50%
Fairbanks Standard Scales. 30%	
Crown Even Balance	45%
Richelieu Union Scale	50%
Dominion Platform Scales. 45%	

Net prices on Champion scales are as follows:

Champion, 4-lb., \$2.75, plus 30c	
for stamping; Champion 10-lb.,	
\$4.12, plus 50c for stamping;	
Champion 24-lb., \$5.50, plus 50c	
for stamping; Champion 600-lb.,	
\$15.40, plus \$1 for stamping;	
Champion 1200-lb., \$18.15, plus	
\$1 for stamping; Champion 2000-	
lb., \$24.20, plus \$1 for stamping	

SAP SPOUTS.	Per 1,000
Bronzed cast iron with	
books	6 00
Eureka, tinned steel, books 8 00	

SCOWS (FURNACE).	Doz.
D. Handle	\$3 25
L. Handle	3 25

SCREWS (MACHINE).	
Flat head, iron and brass, 35	
per cent. Fillister head, iron,	
30; brass, 25 per cent.	

SCREWS.	Per cent.
Wood, F.H., bright, 85, 10, 7½,	
10, 5 per cent.	
Wood, R.H., bright, 80, 10, 7½,	
10, 5 per cent.	

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

**PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS**

DON ROADWAY

TORONTO

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight. We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE TIE CO., LIMITED, HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

**Twelve Medals of
Award at**

**INTERNATIONAL
Expositions.**



INCORPORATED 1895

**Special Grand
Prize**

**GOLD MEDAL
Atlanta, 1895**

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 53	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10 p.c. off.	
22 gauge, per square	6 75
24 gauge, per square	5 00
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized.

B.W. Queen's Head	Fleur-de-Lis	Gorbals
16-20 .. 3 80	3 45	3 80
22-24 .. 3 85	3 55	3 85
26 .. 4 10	3 90	4 10
28 .. 4 35	4 10	4 35

Colborne Crown — 16-20 gauge, \$3.00; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

Apollo Brand. Montreal Toronto

14 gauge	2 55
16 gauge	2 95
18-20 gauge	3 10
22-24 gauge	3 45
26 gauge	3 70
28 gauge	4 05
10% oz.	4 25

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55	2 1/2
Socket sc'ps. 50 and 5	45	and 5	
Drain. tools 60 60			
Scoops	50	and 5	45 and 5
Hollow backs			
and sand. 60			45
Riveted back scoops, 1st, 2nd			
and 3rd grades, 50 per cent.			
Above discounts on Black			
Goods only. Full Polished Goods,			
50c per doz. net extra. Half			
Polished Goods, 25c per doz. net			
extra.			

SIFTERS, ASH.

Wood sifters, doz.	\$ 1 75
Rocker, No. 1, each	2 50
Rocker, No. 3, each	3 00
Banner, each	1 00

SINKS.

Cast iron, 16x24, \$1.10; 18x24, \$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24 \$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER.

	Montreal	Toronto
Tinker's bar	0 21	0 26
Wire solder, lb.	0 24	0 26
Bar half-and-half.	0 22	0 22

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Acme	0 18
Commercial	0 19 1/2
Easy	0 19 1/2
Star Extra	0 23
Strictly standard wiping	0 23

SPELTER.

Foreign, per 100 lbs.	6 75	6 75
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STAPLES.

100-lb. kegs	4 50
25-lb. boxes	4 55
10-lb. boxes	5 25
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12
Bright Fence, 100 lb. kegs	2 50
Bright Fence, 25-lb. boxes	2 55
Galv'd fence, 100-lb. kegs	2 75
Galv'd fence, 25 lb. boxes	3 10
Cooper's staples, 45 p.c.	
Bright spear point, 75 p.c.	

SWEPEERS, CARPET.

Univ. Japd., cyco bearing.	24 00
Univ. N.P., cyco bearing.	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Am. Queen N.P., ball-bearing	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each ..	\$ 2 75
Ontario, 2-passenger, each ..	3 75
Ontario, 4-passenger, each ..	4 25
Stratford, 4-passenger, each ..	5 50

Boyers Gliding Settees with

awning, each

Without awning, each

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks blued and tinned, bulk, 55 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in paper, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10

TAPES—Lutkins.

Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea. 1 70
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.

Tape Lines, linen, No. 2601
x50, each

Metallie, No. 4011x50, ea.

Metallie, No. 4011x66, ea.

Steel, No. 2891x50, ea.

Steel, No. 4161x50, ea.

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Nests of 3—0, 1 and 2.....

Nests of 3—1, 2 and 3.....

Nests of 4—0, 1, 2 and 3.....

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Alabastine is selling better now than ever before. Why? BECAUSE

The vogue for plain tints and water color effects is rapidly increasing. Alabastine is the oldest and best known brand, and you can safely recommend it as the most artistic, sanitary, and practical material. More satisfying results can be obtained at 25 per cent. to 50 per cent. less cost than with wall paper or paint.

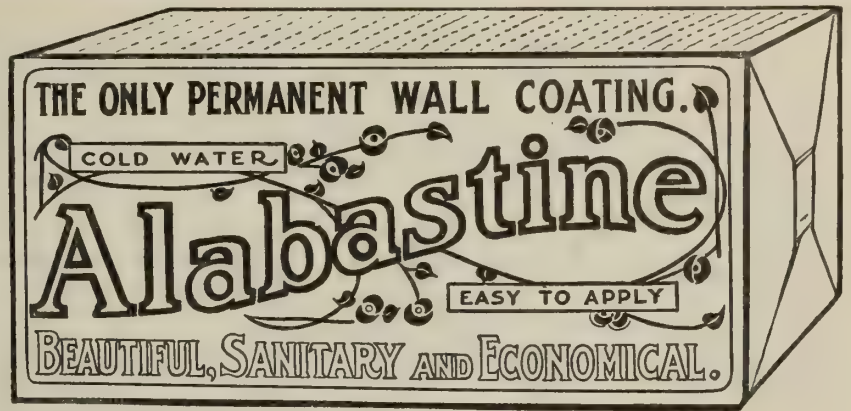
Improved Quality. Alabastine is now made by a new process and mixes quicker, brushes easier, covers better, and lasts longer than any other article of the kind. The new goods are marked "Slow Setting," meaning that it can be left mixed indefinitely and remain in good working condition. Painters and expert decorators use and highly recommend the new goods.

The Alabastine Service. We have trade-winners in our store helps and premium offers. Drop a line to us or your jobber and get full information about the Special Brush or Cash Premium to Painters and free Stencils to users of Alabastine in packages only. Also an entirely new, bigger and better line this year, of Color Cards, Wall Books, Color Plan Books, and Stencil Catalogues. Get in line for the big, new, attractive Display Cabinet and Window Trim.

We have recently established service stations as follows:

Winnipeg—Burrow, Stewart & Milne Co., Ltd., 130 James Ave. Vancouver—Norman Jessiman, 2370 Cornwall St. Toronto—M. M. Patterson, 30 Garden Ave.

The Alabastine Company of Paris, Limited
PARIS, - ONTARIO



Painters—Save 100 large words ALABASTINE for Premium.

Made in Canada

Alabastine is made in Canada, from Canadian and British materials, entirely. Our extensive newspaper and magazine advertising in 1915 will bring out this feature clearly, and it gives Alabastine a big advantage over the wall coatings made in the United States.

Sometimes, somewhere, somebody may make a fine Linseed Oil Paint, superior to Moore's House Colors. At the present no one is doing it.

Write us for particulars of this excellent line. It means extra profit for you and better goods for your patrons.

Benjamin Moore & Company, Ltd., 4 Lloyd St., West Toronto

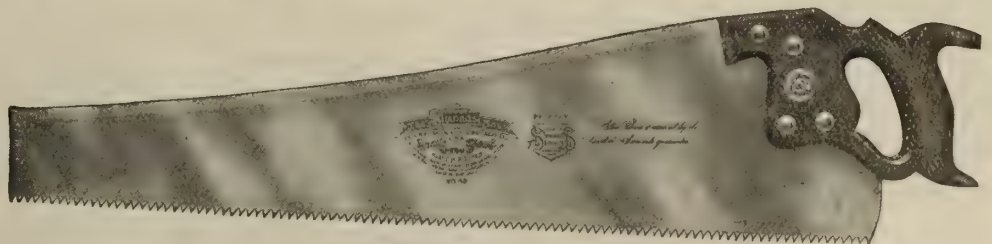
MADE IN CANADA

SIMONDS SAWS

Satisfaction for the
Carpenter.

Profit for the
Dealer.

Send for Catalog.



SIMONDS CANADA SAW CO., LIMITED MONTREAL, ST. JOHN, VANCOUVER

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ..\$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2 55 \$3 60
COLORS (DRY). Per lb.

Raw Umber 100 lb. keg.. 0 09
Burnt Umber, 100 lb. kegs 0 09
Raw Sienna, 100 lb. kegs 0 09
Burnt Sienna, 100 lb. k. 0 09
Imperial green, 100 lb. kegs 0 12
Italian red, 100 lb. kegs.. 0 05
Brunswick green, 100-lb. k 0 06
Indian red, 100 lb. kegs.. 0 10
Indian red, No. 1, 100 lb. k 0 06
Vermilion, 100 lb. kegs.. 0 20
Drop black, pure dry .. 0 12
Golden ochre, 100 lb. kegs 0 03½
White ochre, barrels 0 04
Yellow ochre, barrels ... 0 01½
Spruce ochre, 100 lb. kegs 0 02
Canadian red oxide, bbls. 0 02
Super magnetic red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure 0 12
Chrome yellow, pure 0 23
Golden ochre, pure 0 14
French ochre, pure 0 12
Chrome green, pure 0 11
French permanent green, pure 0 15
Signwriters' black, pure.. 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co. 1 80
Alba-Gloss enamel 4 00
Anchor Floorlustrer 1 80
Lowe Bros.' Linduro 4 20

FILLER.

Luxeberry Enamel\$5 00
Screen Enamel B.B. 1 65

GLUE.

French medal 0 15
English common sheet.... 0 10
English prima 0 17
White pigfoot 0 21
Perfection amber, ground, No. 1230 0 13
Cake, bone, 112-lb. bags.. 0 10
Hide, 112-lb. bags 0 15
Gelatin, 112-lb. bags 0 20
Ground glues, 112-lb. bags—
No. 1 0 11
Extra 0 15

GLASS.

(TORONTO QUOTATIONS).
Size United Inches. Star.
Under 26\$6 50
26 to 40 7 00
41 to 50 7 40
51 to 60 8 00
61 to 70 8 75
71 to 80 9 50
81 to 85 10 50
86 to 90
91 to 95
96 to 100
Double Diamond.
Size United Inches. Star.
Under 26\$8 60
26 to 40 10 00
41 to 50 11 70
51 to 60 12 00
61 to 70 12 75
71 to 80 13 85

81 to 85 17 50
86 to 90 18 85
91 to 95 19 20
96 to 100 22 75
101 to 105 32 00
106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft., 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.
United Inches. Star. Double Diamond.
Up to 25\$6 50 \$8 60
26 to 40 7 00 10 00
41 to 50 7 40 11 70
51 to 60 8 00 12 00
61 to 70 8 75 14 00
71 to 80 9 50 15 00
81 to 85 10 50 18 00
86 to 90 20 50
91 to 95 22 00
96 to 95 25 00
101 to 105 32 00
106 to 110 36 00

With the following discounts:
Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.**Montreal:**

Country discount, 35 and 5 per cent. off list, delivered.

City discount, 45 and 5 per cent. off.

Toronto:

Country discount, 40½ off list delivered.

City, 42½ off list.

LEAD.

(White Ground in Oil.)
Prices per 100 lbs. in ton lots.

Montreal Toronto
Elephant Genuine\$8 75 \$8 90
"Anchor," pure 8 45 8 00
Green Seal 8 45 8 60
Brandram's B.B. Genuine 9 45 9 60
C.P. Co. decorat's pu. 8 45 8 60
Crown and Anchor, pure 8 65 8 60
Decoror's Pure (Wpg) 8 60
Moore's Pure White Lead 8 45 8 60
Painter's Perfect 7 95 8 10
Ramsay's Pure Lead.. 8 45 8 60
Ramsay's Exterior .. 8 15 8 30
Tiger Pure 8 45 8 60
"James Genuine" 10 00 10 15
Stephens' H. P. P. (Winnipeg) 8 70
Less than ton lots, 20c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt.... 8 00 6 38
Genuine, 100-pound kegs, per cwt. 8 25 6 75
No. 1 casks, per 100 lbs. 7 75 6 25
Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..\$17 50
2 lb. pkgs., per 100 lbs.. 15 00
5 lb. pkgs., per 100 lbs.. 12 00
25 lb. pkgs., per 100 lbs.. 11 00
100 lb. pkgs., per 100 lbs.. 9 75
200 lb. kegs, per 100 lbs.. 9 60
300 lb. pkgs., per 100 lbs.. 9 50
600 lb. casks, per 100 lbs.. 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs.. \$5.40.

OILS (LINSEED RAW).

Montreal Toronto
Single bbls....See weekly report
3 to 5 bbls....See weekly report
6 to 9 bbls....See weekly report

LINSEED, BOILED.

Single bbls....See weekly report
3 to 5 bbls....See weekly report
6 to 9 bbls....See weekly report

PAINTS (PREPARED).

Per gallon In qt. tins.
Sherwin-Williams paints, base 2 00
Canada Paint Co.'s pure... 2 00
Elephant and Prism..... 1 80
Benj. Moore Co.'s "Egyptian" Brand 1 45
Moore's house colors, per gallon 1 75
Brandram-Henderson's "English" 2 00
Fresco-Tone, in quarts... 1 80
Ramsay's paints, pure 1 80
Ramsay's paints, Thistle.. 1 60
Martin-Senour, 100% pure. 2 00
Senour's floor paints 1 60
Jamieson's Crown and Anchor brand 1 60
Stephens' House Paint (Winnipeg) 1 90
Stephens' Floor Paint (Winnipeg) 1 75
Silkstone Wall Color..... 2 00

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks... 0 08½
Orange Mineral, 100-lb. kegs 0 05½

PRIMER.

Gal. Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.
1 lb. cans\$0 18
2 lb. cans 0 18
5 lb. cans 0 17
10 lb. cans 0 16
25 lb. cans 0 12
100 lb. kegs 0 11
½ barrels 0 10½
Barrels 0 10

PUTTY.

Standard Montreal Toronto
Bulk, in casks 2 30 2 40
Bulk, 100-lb. drums. 2 50 2 60
Bulk, 25-lb. drums.. 2 60 2 70
Bladders, in bbls. .. 2 80 2 90
Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR).

Half pint tins, per doz. ... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH.**REMOVER.**

Taxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

Montreal Toronto
5 gal.See weekly report
Pure, single bbls.
See weekly report.

SLATING.

Gal. 2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B.\$3 00

STAINS.

Gal. Oil, & Spirit, Berry Bros..\$2.50
Water Stains, Berry Bros. 1.25
Berrycraft stain finish ... 3 00
Shingletint, 5 gal. cans ... 1.15

VARNISHES.

Per gal. cans
Liquid Granite\$3 00
Elastic Interior 3 00
Elastic Outside 6 00
Luxeberry, light 3 00
Luxeberry, white 5 00
Luxeberry, spar 4 50

Luxeberry, exterior 5 00
Dugloss finish 3 00
Carriage, No. 1 1 50
Excello 2 00
Mar-Not 2 70
Elastic Oak 1 50
Light oil finish 1 35
Gold sized japan 2 00
Baking black japan 1 35
No. 1 black japan 0 95
Crystal Damar 2 50
No. 1 Damar 2 25
Oilcloth 1 50
House painters' white jap.. 1 95
Elastilite varnish 2 25
Copaline varnish 2 25
Graniline floor finish 2 25
Jamieson's floor enamel 1 75
Sherwin-Williams' KOPAL varnish 2 50
Canada Paint Co.'s SUN varnish 2 25
"Flint-Lac," coach 1 30
B. H. Ltd., "Gold Medal," cases 1 80

Dependon Lt. H. Oil Finish 1 55
Everlastic Floor 2 30
Elastic exterior finish 4 25
Plattine floor finish 3 00
Stovepipe varnish, ½ pints, gross 9 00
Pure white shellac varnish 2 00
Pure orange shellac varnish 1 00
No. 1 orange shellac varnish 1 75
Kyanize floor finish 3 25
Kyanize cabinet rubbing .. 3 25
Kyanize spa 4 25
Kyanize stains 3 25

WATER PAINTS.

Opallite, 300 lb. bbls. 0 07
Opallite, 100 lb. kegs 0 07½
1 gal. package, per pkg. 0 45
½ gal. package, per pkg. 0 25

WASTE (POLISHING).

Cream 0 13
White 0 12

WASTE (WHITE).

XXX extra 0 11
X Graud 0 10½
XLCR 0 09½
X Empire 0 08½
X Press 0 07½

WASTE (COLORED).

Fancy 0 07½
Lion 0 07
Standard 0 06½
Popular 0 06½
Keen 0 05

WASTE (PACKING).

Arrow 0 15
Anchor 0 06
Anvil 0 07½
Axle 0 09

WASHED WIPERS.

Select white 0 08
Light colored 0 06½
Dark colored 0 05

WAX.

Per lb.
Johnson's Floor, natural.. 0 38
Johnson's Floor, black .. 0 38
Old English Floor Wax .. 0 38
Cooke & Boulton's Floor Wax 0 30
Ronuk Floor Wax, lb. ... 0 35
Berry Bros. 0 45

WHITING.

Plain, in bbls. 1 00
Gilders, bolted, in bbls. ... 1 20
ZINC (DRY).
Extra Red Seal, V.M.

ZINC IN OIL.

Pure, in 25-lb. irons 0 10
No. 1, in 25-lb. irons 0 07
No. 2, in 25-lb. irons 0 05½
Pure in Damar Varnish. 0 19½



MINERVA PAINTS

In Time of War Prepare for Peace



While the cannons roar, and the bombs explode, all is noise and confusion. Remember that calm always follows a storm, and that peace must follow war. If you lean against the door-post and wait till the storm is over before getting busy you'll be too late.

This country must and will get into its swing again and commence to move—and that, too, before long. Already the signs indicate prosperity. Be ready to move with it at the first indication of returning activity. The population is increasing, people must have homes, barns, machinery and wagons; they must be painted, and you must have the paint to supply them when they want it.

Our salesman will call and *show* you our 1915 proposition and tell you how he can get you ready to reap the benefit from an early start. Tell us when it will be most convenient for you to see him.

Have him come. You have everything to gain and nothing to lose from our plan of co-operation.

Minerva Paints Are Made In Canada

PINCHIN-JOHNSON & COMPANY (OF CANADA)

Paint, Color and Varnish Manufacturers

377-387 CARLAW AVE.

TORONTO, CANADA

OWNED AND CONTROLLED BY CANADIAN CAPITAL. KEEP YOUR MONEY
AT HOME AND AID CANADIAN PROSPERITY

QUALITY—EFFICIENT SERVICE

COVER
BETTER

WEAR
LONGER



BEAUTIFY

PROTECT



Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00

ANVILS.

Peter Wright, 80 lbs. and up, 12½¢ per lb.; clip horn, 13½¢.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B. 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3½ lb. and 4 lb., \$8; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½ lb. and 4 lb. \$10; Black Prince Axes unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35 per cent.; broad axes, 5 to 1½ lb., \$28 per doz.; 7½ to 9 lb., \$30.50.

BARS, CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$8.50; Brittain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list. Leather.

Agricultural leather belting, 66-2-3 per cent. off the list. No. 1, 66-2-3 per cent. off list. Standard, 60 per cent. off list. The "double" list is just twice the price of "single".

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides, 95¢; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent. Steel, 50 per cent.; wood, 60 per cent. Wood, tackle, common, 60 per cent.

BOLTS.

Carriage, % and smaller, 60%; 7-16 and larger, 50%; machine, % and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2¢ off; case lots, \$2.75 off; stove bolts, 7½¢; sleigh shoe bolts to %, 50%; 7-16 and up, 40%.

BUILDING PAPER.

Tarred, 55 to 82¢ per roll, according to quality; plain, 40 to 68¢; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coil, 3-16 in., \$10.00; ¼, \$7.25; 5-16 \$5.55; ¾, \$5.00; 7-16, \$4.75; 1, \$4.50; 9-16, \$4.50; 1½, \$4.40; ¾, \$4.25. Logging, 5-16, 6¼¢; ¾, 5¼¢; Tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$7.41 each.

CLEAVISES, MALL.

7½¢ per lb.

COPPER.

Sheet and planished copper, 34¢ per lb. Tinned, 27¢. Braziers' soft copper, 10-24 fl., 26¢; 27½¢.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 10%. Nicholson's, 65%.

FINITURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

GASOLINE.

Painters' naphtha, bbls., 21¢ per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75. Mounted on steel frames, \$4.50.

HINGES.

Light T and strap, 60%. Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20. Corrugated strap, 4, 5, 6, 8, 10, and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.90.

IRON, GALVANIZED.

	Apollo and "Fleur" "Queen's de Lis." Head.
10½ oz. or 28 Eng. 4 75	5 10
28 Am. or 26 Eng. 4 50	4 85
26 Am. or 26 spec'l 4 25	4 60
24 Am. and Eng. 4 10	4 45
22 Am. and Eng. 4 10	4 45
18 & 20 Am. & Eng. 4 00	4 30
16 Am. and Eng. 3 85	4 15

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6¢ per lb.; 4 lbs., 7½¢ per lb. Mrs. Pott's No. 55, set 0 95 Mrs. Pott's No. 50, set 1 00 Asbestos Sad Irons. No. 100, set 1 80 No. 70, set 1 65 Mrs. Pott's common sad iron handles, 85¢ a dozen. Mrs. Pott's improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 25 No. 20, X-ray 11 00 No. 22, Dash-board 9 15 Trullie short globe, doz. ... 7 25

LEAD PIPE.

\$7.50 coil; less coil, \$3 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.

Raw, per gal., 79¢; boiled, per gal., 82¢. These prices are for barrels. Less amounts 5¢ per gal. extra, with additional charges for cart, etc.

LOCKS.

Peterboro and fittings, 45 p.c.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capwell, 10 and 5 off list.

NETTING.

Poultry, 50 per cent.

NUTS.

Square and hex., small lots, f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Tin varnized
½ gal., dome top....	\$2 10 \$3 04
1 gal., dome top....	2 55 3 42
2 gal., dome top....	3 97 4 55
3 gal., dome top....	5 10 7 35
5 gal., dome top....	6 34 8 25

OILS.

Silver Star oil, 18½¢ gal.; Royalite oil, 16¢ gal.; Palacine

oil, 18½¢ gal.; Capital Cylinder, 56¢ gal.; Standard gas engine oil, 41¢; Polarine oil, 60¢ gal.; Prairie Harvester oil, 30½¢ gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½¢; less than barrel lots, 3¢; golden ochre, barrels, 3¼¢; less than barrels, 4¼¢; Venetian red, barrel, \$2; less than barrels, \$3; American vermilion, 12¢; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3¼¢; English purple oxide, in casks, 3¼¢; less quantities, 4¢ per lb. Red lead, kegs, \$8.50. 9¢ lb. for less.

PARIS GREEN.

1 lb. pkgs., 21½¢. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.

¾ inch, \$3.50; ¾ inch, \$3.60; 1 inch, \$4.20; 1¼ inch, \$5; 1 inch, \$7.35; 1¼ inch, \$9.90; 1½ inch, \$12; 2 inch, \$16; 2½ inch, \$25.60; 3 inch, \$33.45.

IRON PIPE.

Black, ¼ inch, \$2.50; ¾ inch, \$2.60; 1 inch, \$3.20; ¾ inch, \$3.75; 1 inch, \$5.50; 1¼ inch, \$7.45; 1½ inch, \$8.90; 2 inch, \$12; 2½ inch, \$19.25; 3 inch, \$25.15; 3½ inch, \$30.25; 4 inch, \$35.60; 4½ inch, \$42.35; 5 inch, \$49.75; 6 inch, \$64.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.65; 8 inch, \$4.90. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24, \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-20, \$2.15.

PLOW SHARES10¢ per lb.

POINTS.

Landslide plow, 1½ x 14 in., \$1.75 per dozen.

PUNITY.

100-lb. drums 3 00 25-lb. irons, per cwt. 3 10 1½-lb. tins 0 06

RASPS.

Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32¢; 10, 35¢; 12, 37¢; copper burrs, No. 8, 44¢; 10, 47¢; 12, 51¢; copper rivets and burrs. No. 8, 36¢; 10, 38¢; coppered, No. 8, 37¢; 10, 18¢.

ROPE.

Sisal, 10½¢ base; pure Manila, 15½¢ base; British Manila, 12¢ base; lath yarn, 9¼¢ base.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80 10 and 5 per cent.; flat head, 85 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25. Grass, \$7.25 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, \$9.65; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask lots, 10½¢; small lots, 10¼¢.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat" No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.40.

SNATHS, SCYTHES.

Grass, No. 2, \$7.25; brush, No. 1, \$8.25.

SOLDER.

Per pound, 25 to 26 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16, \$4.15; ¾, \$3.90; 7-16, \$3.50; ¾, \$3.75; ¾, \$3.75.

STAPLES.

Bright wire per cwt., \$2.55 at Fort William, \$2.95 Winnipeg; galvanized staples, \$3.25 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; barrow, \$3.25 base; cast, octagon tool steel, 8½¢ base; square tool steel, 9½¢ base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE. Rivet. Patent'd 6 in., per 100 ft.... 9 00 9 05 7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42 7 inch, per doz. 1 60 8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58¢ per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75¢.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 60
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 09
Best wearing body	5 00
Best gearing varnish	4 00
Extra light hard oil	1 90

VICES.

Peter Wright's solid box vises, 45 lbs. and over, 14½¢ lb.

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.

42½ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead, \$9.40 per cwt.

WIRE, BARB.

Per Spool of 80 Rods f.o.b. Lyman 4-point, Fort William, \$1.90; Winnipeg, \$2.25; Glidden 2-point, Fort William, \$1.77; Winnipeg, \$2.10; Baker 2-point, Fort William, \$1.75; Winnipeg, \$2.07; Alberta 2-point, Fort William, \$1.65; Winnipeg, \$1.93; American special 2-point, Fort William, \$1.40; Winnipeg, \$1.65; plain twist, per 100 lbs., Fort William, \$2.50; Winnipeg, \$3.20; coil spring, No. 9 (coiled), per 100 lbs., Fort William, \$2.20; Winnipeg, \$2.60; No. 12 (coiled), Fort William, \$2.30; Winnipeg, \$2.70; plain galvanized wire, No. 9 (plain), Fort William, \$2.15; Winnipeg, \$2.55; No. 12 (plain), Fort William, \$2.25; Winnipeg, \$2.65.

WIRE CLOTH.

Patented screen, in 100 ft. rolls, \$1.60 per hundred sq. feet; in 50 ft. rolls, \$1.70 per 100 sq. feet.

WIRE, PLAIN.

\$2.90 base. Bale ties, 14 gauge, single loop, \$3.75 Winnipeg, \$3.25 Fort William.

WIRE (STOVEPIPE).

18 and 19 gauge, 5½¢ per lb.

WRINGERS.

Royal Canadian, \$38 per doz.; Eze, \$42 per doz.; Bicycle, \$48 per doz.; Ajax, \$8 each.

HELPERLOGUE

?

OUR ANSWER

This is not a catalogue, but a book which has been carefully written and compiled by men experienced in all the various branches of merchandising and advertising. Problems which daily confront you are solved in the pages of this Helperlogue. We ask your assistance in helping us make this book of material benefit to you through your ready co-operation with

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE" LIMITED

MILLER-
MORSE
HARDWARE
CO., LIMITED.

Mail copy of HELPERLOGUE to

Name

Address

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It is just as easy

for you to "hand out" the best file as it is to handle an inferior one.

DELTA FILES

have proved their distinctive merit over and over again by comparative tests, and they leave a good margin of profit.

To convince you that these are facts—not claims—we'll put you in touch with dealers and users who are thoroughly familiar with Delta qualities.

There's a shape for every purpose and an iron-clad guarantee to back them.

Send your jobber a trial order now, but—accept no substitutes. If he cannot supply you, write us.



DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg
ALL LEADING JOBBERS

Where Canada Leads the World

In a strong article in the February issue of MACLEAN'S MAGAZINE, Elmesley Bartlett brings out a host of interesting facts with reference to Canada's pre-eminence in certain lines. Silver, nickel, asbestos, furs, binders are among the products of the Dominion that are dealt with. Much has been done to bring the name of Canada into the limelight of foreign competition and to establish the possibility of a manufactured product from a "tenderfoot" country winning its place against a phalanx of freight rates, tariffs and prejudice.

After reading this article you will gain a deeper pride in the land of your birth and a wider view of the possibilities that the future holds forth.

The February issue is full of other features that will appeal especially to business men. Here are some of them:

Safeguarding Canada's Level Crossings.

Service and Super-Service.

An article dealing with new ideas in retail merchandising.

Canadian Women in Business.

Organize Men for Peace.

The Camphor Monopoly.

Cutting the Cost of Education.

The Business Outlook.

A review of conditions in Canada by the Editor of The Financial Post.

And in addition twenty-four other features—war articles, stories and sketches, covering a wide range and appealing to every taste.

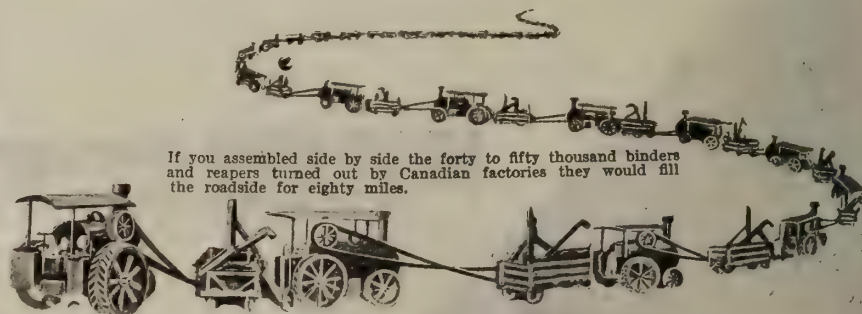
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If you assembled side by side the forty to fifty thousand binders and reapers turned out by Canadian factories they would fill the roadside for eighty miles.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



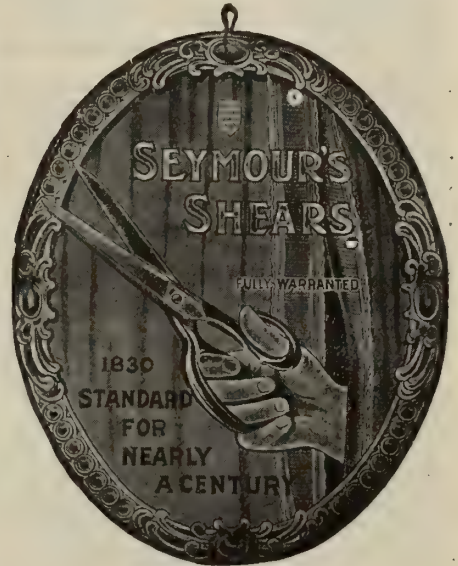
Hardwaremen, sell the Skating Rink in your town a J & R Rink Scraper, which cleans off snow, ice and slush. Write for circular.

James & Reid
Sole Manufacturers
Perth, Ont.



The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



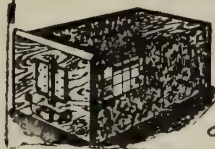
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NEW SEYMOUR SHOW CARD
12-in. by 16-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.
Selling Agents, **WIEBUSCH & HILGER, Ltd.**,
New York
A. MacFARLANE & CO., Montreal
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Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room
Over ordinary boxes
Write for Catalogue and Price List
CAMERON and CAMPBELL
Toronto

A want ad. in this paper will
bring replies from all
parts of Canada.



PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Malleable Iron Castings

for Carriage and Special
Castings of all Kinds

Manufactured by

**THE KYLE MALLEABLE
CASTINGS CO.**

MERRICKVILLE, ONT.

**Big Profit and Satisfaction
in Selling**

"AYLMER" Force Pumps



They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

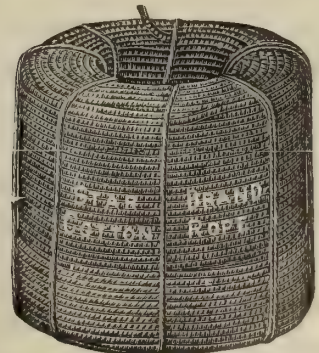
It will be to your interest to write for full particulars now.

**Aylmer Pump and Scale
Company, Limited**
Aylmer, Ont., Canada

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.



Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

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OPENING, FOR COUNTRY HARDWARE, tinsmithing; sell flour, feed, salt, cement, harness, fence posts, furniture. Best fruit farming district, Kent County. Have new brick block on main road and corner. Enquire Chas. Foster, Cedar Springs, Ontario.

WANTED

WANTED—SET OF SECOND-HAND TIN-smith's tools at once. Apply Box 158, Hardware & Metal, Toronto. (5)

EXPERIENCED HARDWARE TRAVELLER wants position. Good connection in Northern Ontario. Box 157, Hardware & Metal. (6)

WANTED—BY FIRST CLASS HARDWARE man, age thirty, position as travelling or retail salesman. Box 156, Hardware and Metal, Toronto. (5)

WANTED—POSITION WITH HARDWARE firm—Capable of managing store—9 years' experience with retail and on road. Best of references. Temperate. Good reason for change. Box 155, Hardware and Metal, Toronto. (5)

"BRITISH AGENCY"—ADVERTISERS HAV-ing good connection among Ironmongers and Hardware Houses in United Kingdom are open to take up one or two good "live" lines to run with own manufactures. Rayduet Manufacturing Coy., 12 Station Parade, Eastbourne, Sussex. (5)

TRAVELLER, WITH AUTOMOBILE, HAS first-class connection with best hardware trade in Toronto, is in position to represent good house on commission basis or salary and commission. Box 159, Hardware & Metal, Toronto.

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WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

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FOR SALE—A SMALL STOCK OF PAINT—will sacrifice as it must be sold. For particulars write Box 152, Hardware and Metal, Toronto. (4)

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

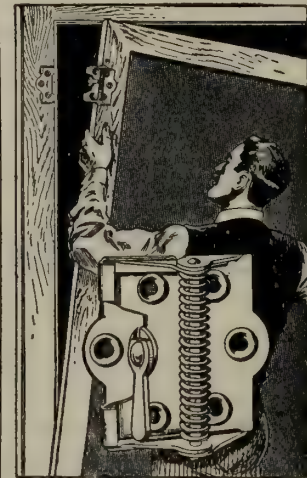
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GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (11)

THE NATIONAL CASH REGISTER COM-pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 265 Yonge Street, Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price \$2.60 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.



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Detachable
Screen
Door
Hinge

Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for WINTER STORM DOORS, as well as SCREEN DOORS. Made in all finishes, twelve pairs packed in a box.

Be sure and have your jobber show you this hinge before buying others, or WRITE FOR SAMPLE TO

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St. Nicholas Bldg. Montreal

An ad. in this journal brings
your goods to the attention
of the buyer.

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find \$., for which insert following advertisement in your "Want" Ad. Page times. (For Rates see top of this page.) (Each figure, including box number, counts as one word.)

Signed
Town Province

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SHOT—High and Low
Carbon
INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80 %

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONE METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

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HIGH GRADE

**Never Varies
in Quality and Toughness**

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.

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BAR IRON

**NOVA SCOTIA STEEL
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NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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makes a big difference in your yearly income.

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Will you let us solve this problem for you?

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This is genuine.

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The original and only
Genuine Preparation
for cleaning Cutlery

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KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass
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A want ad. in this paper will
bring replies from all
parts of Canada.


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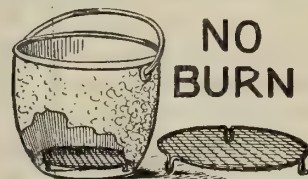
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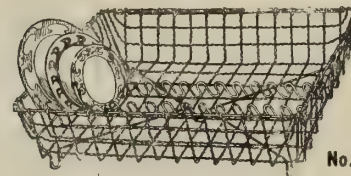
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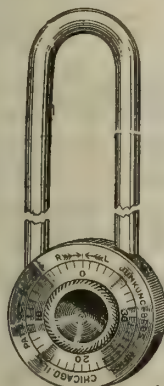


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White Mop Wringer Co., Fultonville, N.Y.
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Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
- Nail Pullers.**
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- Nails, Wire.**
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Parmenter & Bulloch Co., Gananoque.
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MacKenzie Bros., Winnipeg, Man.
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E. T. Wright Co., Ltd., Hamilton.
R. E. Bloomer, Keithsburg, Ill.
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Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**
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Pratt & Lambert, Inc., Bridgeburg.
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Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
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A. Ramsay & Son Co., Montreal.
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Sheet Metal Products Co., Ltd., Toronto.
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Trimont Mfg. Co., Roxbury, Mass.
- Plane Irons.**
Rock Bros., Milbury, Mass.
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Peck, Stow & Wilcox Co., Southington, Conn.
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The Adamite Wheel & Mfg. Co., Hamilton.
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Peck, Stow & Wilcox Co., Cleveland, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.
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MacKenzie Bros., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
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- Putty.**
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- Roofing Supplies.**
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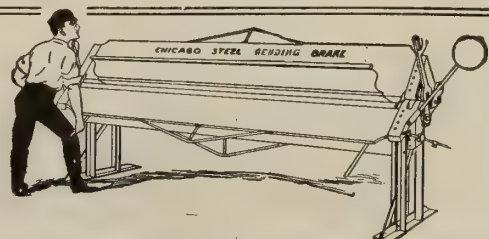
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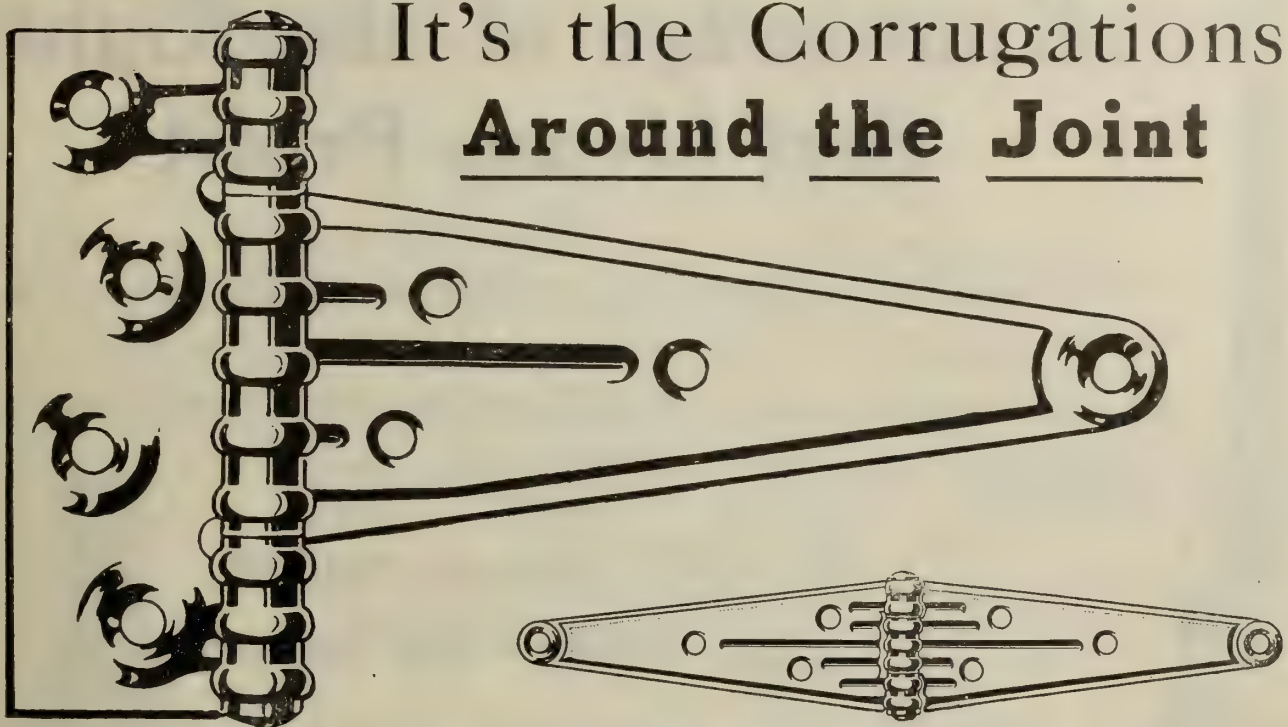
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Tacks. Steel Co. of Canada, Ltd., Hamilton.	Tools—Metal Workers. Brown-Peace Co., Hamilton. Peck, Stow & Wilcox Co., Southington & Cleveland.	Wagon Jacks. Richards-Wilcox Canadian Co., London, Ont.	Wire. Frost Wire Fence Co., Ltd., Hamilton, Ont. Northern Bolt & Screw Co., Owen Sound, Ont. Northern Electric Co., Montreal.
Tapes. Can. H. W. Johns-Manville Co., Ltd., Toronto. Jas. Chesterman & Co., Sheffield, Eng. Lufkin Rule Co., Windsor, Ont. J. Rabone & Sons, Birmingham, Eng.	Tool Grinders. Richards-Wilcox Canadian Co., London, Ont. Taylor-Forbes Co., Ltd., Guelph, Ont.	Washers. Steel Co. of Canada, Ltd., Hamilton. Wrought Washer Mfg. Co., Milwaukee.	Wire Mats. Andrews Wire Works of Canada, Ltd., Watford, Ont. Canada Wire & Iron Goods Mfg. Co., Hamilton. B. Greening Wire Co., Ltd., Hamilton.
Tea Kettles. Soren Bros., Toronto.	Tool Handles and Lumbering Tools. J. H. Still Mfg. Co., St. Thomas.	Watering Cans. Soren Bros., Toronto. Sheet Metal Products Co., Ltd., Toronto.	Wire Goods. Andrews Wire Works, Watford, Ont. Canada Wire & Iron Goods Mfg. Co., Hamilton.
Technical Books. Maclean Publishing Co., Toronto.	Track Systems. The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.	Wash Boilers. Soren Bros., Toronto. Sheet Metal Products Co., Ltd., Toronto.	Wire Products. Andrew Wire Works, Watford, Ont. Canada Wire & Iron Goods Co., Hamilton, Ont. Dominion Iron & Steel Co., Ltd., Sydney.
Tents and Awnings. Scythos & Co., Toronto.	Travelling Cranes. The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.	Weeders. C. S. Norcross & Sons, Bushnell, Ill.	Wire Rope. The B. Greening Wire Rope Co., Ltd., Hamilton.
Telescopic Ash Hoists. The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.	Tripods. The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.	Whips. Hamilton Whip Co., Hamilton, Ont. MacKenzie Bros., Winnipeg, Man.	Wire Springs. The B. Greening Wire Rope Co., Ltd., Hamilton.
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Tinners' Snips. Peck, Stow & Wilcox Co., Southington, Conn. Taylor-Forbes Co., Ltd., Guelph, Ont.	Vacuum Cleaners. Northern Electric Co., Montreal. Onward Mfg. Co., Berlin, Ont.	Wire Guards. Canada Wire & Iron Goods Co., Hamilton, Ont. B. Greening Wire Co., Ltd., Hamilton.	Woven Wire Fencing. Frost Wire Fence Co., Ltd., Hamilton, Ont. Dominion Iron & Steel Co., Ltd., Sydney.
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Tinware. Hoods, Ltd., Birmingham, Eng. Soren Bros., Toronto. Sheet Metal Products Co., Ltd., Toronto.	Varnishes: See Paints. Bry Bros., Ltd., Walkerville, Ont. Imperial Varnish and Color Co., Toronto. Pratt & Lambert, Bridgeburg. A. Ramsay & Son Co., Montreal. G. F. Stephens & Co., Winnipeg. Winnipeg Paint & Glass Co., Winnipeg.	Wire, Iron, Steel, Brass and Copper. Dominion Iron & Steel Co., Ltd., Sydney. B. Greening Wire Co., Ltd., Hamilton.	
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Tools. Hoods, Ltd., Birmingham, Eng. Buck Bros., Milbury, Mass. The Chapin Stephens Co., Pine Meadow, Conn. The Goodell-Pratt Co., Greenfield, Mass. Millers Falls Co., New York. Peck, Stow & Wilcox Co., Southington, Conn. Smith & Hemenway Co., New York.	Wall Plaster. The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.		



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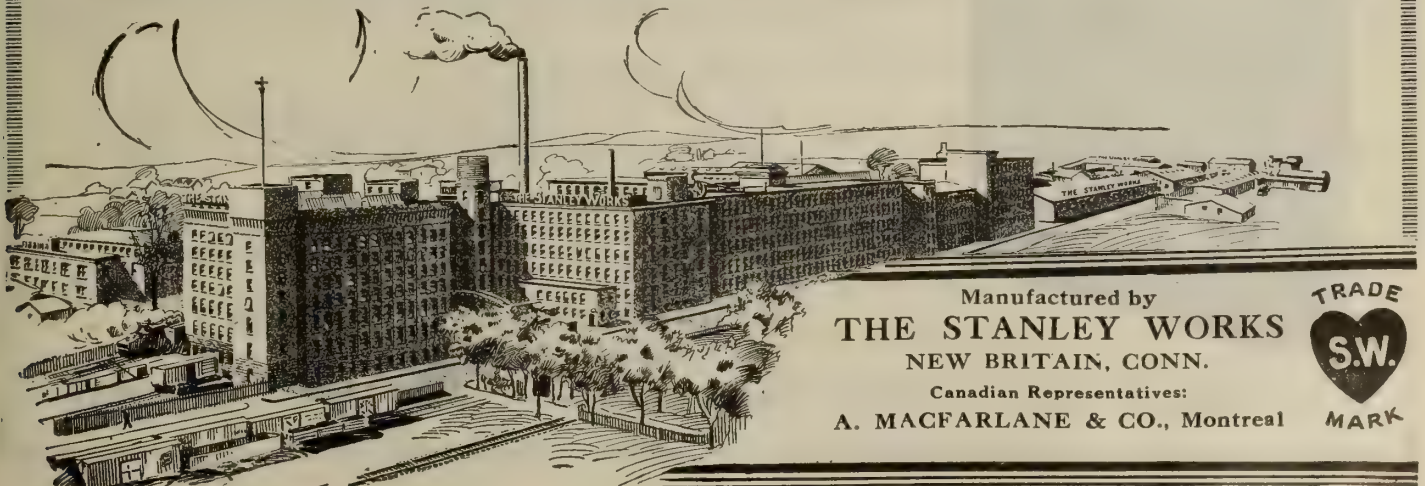
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No. 935 Corrugated Heavy Strap Hinge.
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Sizes, 4 to 12 inches.

Besides the plain steel, these hinges are also made in Japanned and Galvanized finishes or Galvanized with Brass Pins.

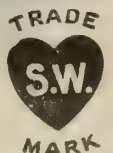
Packed in barrels, or one pair in a box with screws.

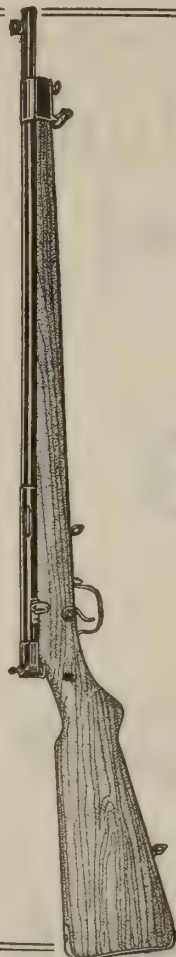
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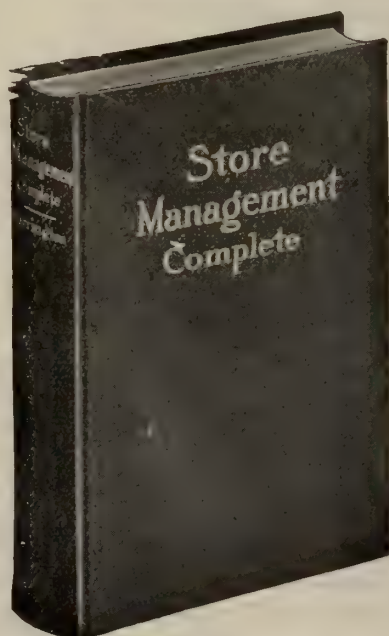
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CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full-page illustrations, and 13 chapters. \$1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

TECHNICAL BOOK DEPARTMENT
MacLean Publishing Co.

143-153 University Avenue

TORONTO

GALVANIZED and BLACK STEEL SHEETS

*Queen's Head, Fleur-de-Lis,
Apollo, American Bessemer*

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

MONTREAL

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CALGARY

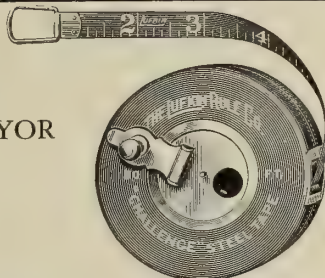
VANCOUVER

When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR
are looking for the trade-mark

LUFKIN



The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or they have been educated up to it by their associates.

SOLD BY ALL
JOBBER

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass

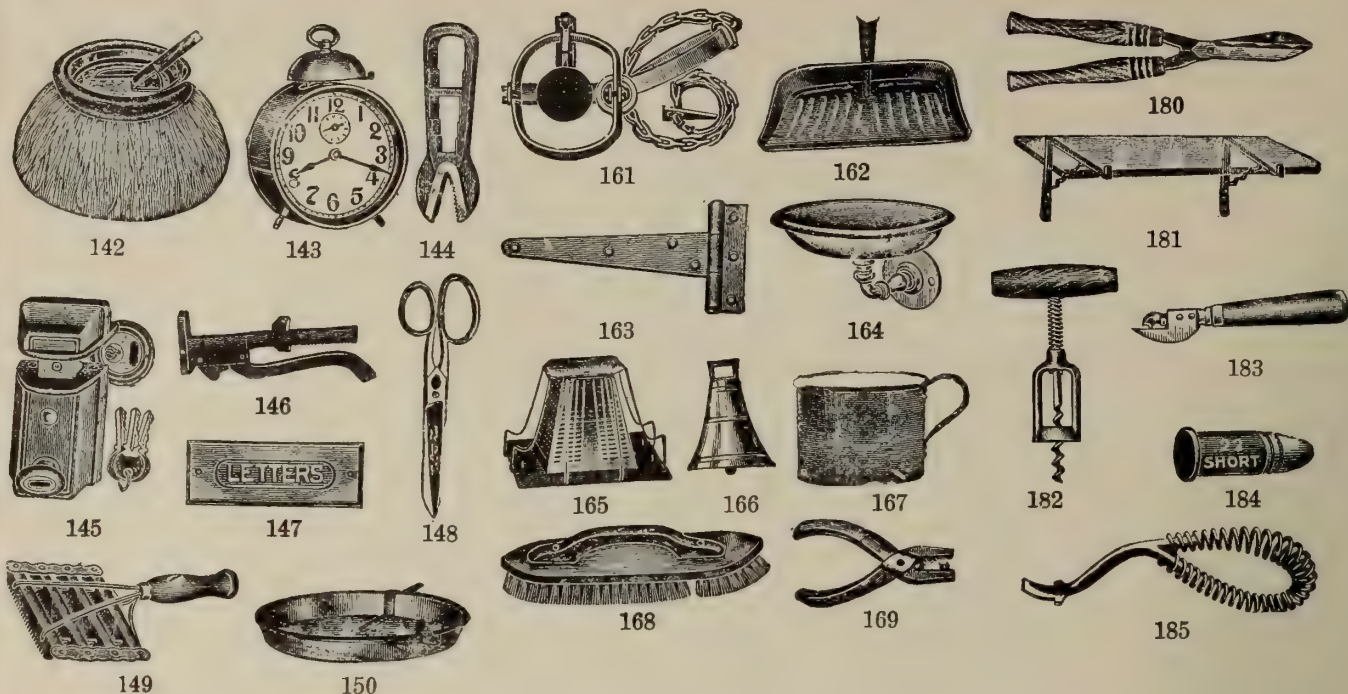
for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO



Make Your Local Advertising Pull Good Business!

Almost without exception the hardware merchants who have made their advertising pay big, have consistently used small electros for illustrating their local advertising. Such firms as Russill Hardware Co., Toronto; Mills Hardware Co., Hamilton; Purdom Hardware Co., London, have proven beyond peradventure that these small electros brighten up their advertisements and actually pull business.

But the question has been: "Where can we get those electros?" This question was often put to Hardware and Metal and finally the editors got together and arranged a series of 200 electros of staple hardware lines. These were made available to our readers about three months ago, and hundreds of them have since been sold at the nominal price of 15 cents each.

We illustrate above only a small proportion of these cuts. Will you write us for our sample sheets showing our whole selection?

HARDWARE AND METAL

143-153 University Avenue

TORONTO

MONTREAL

WINNIPEG

HARDWARE^{AND}METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 February 6
No. 6 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

Covers That Cover Canada!

In serving the Canadian hardware trade for the past 26 years, Hardware and Metal has built up a subscription list embracing nearly all hardware merchants in the Dominion.

By placing an advertisement on the front or back cover of

HARDWARE^{AND}METAL

Manufacturers, manufacturers' agents, etc., will put their message in a position that will gain the attention of thousands of hardware merchants who are prospective **quantity** buyers of their goods.

The cost? Small, indeed, for the service rendered. Front covers (7 $\frac{1}{4}$ " x 8") printed in 2 colors — \$65 each; Back covers (7 $\frac{1}{4}$ " x 10") printed in 2 colors—\$50 each. The extra color of back cover must be the same as is used on the front cover.

WE'LL BE PLEASED TO PLACE OUR OPEN DATES ON THESE COVERS BEFORE YOU. By taking a front or back cover for 1915, you also secure option on the same dates for 1916.

HARDWARE^{AND}METAL

143-153 University Avenue, Toronto

MONTREAL

WINNIPEG

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

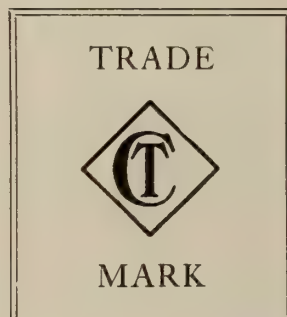
CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.



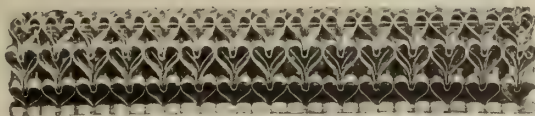
WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL

Another Good One For Profit



Heart-Shape Flexible Steel Mats

SURE SELLERS WHEREVER THE OLD-FASHIONED GERM-HARBORING JUTE BRUSH OR RUBBER IS IN GENERAL USE.

Our Flexible Steel Mats are made of best galvanized material, in any and all shapes and sizes for every requirement.

They are perfect scrapers and can be reversed after long service, making two mats in one.

Flexibility of construction—the ability to conform to uneven spots is attained at no loss of strength, by means of FOUR-FOLD CONSTRUCTION AT THE JOINTS.

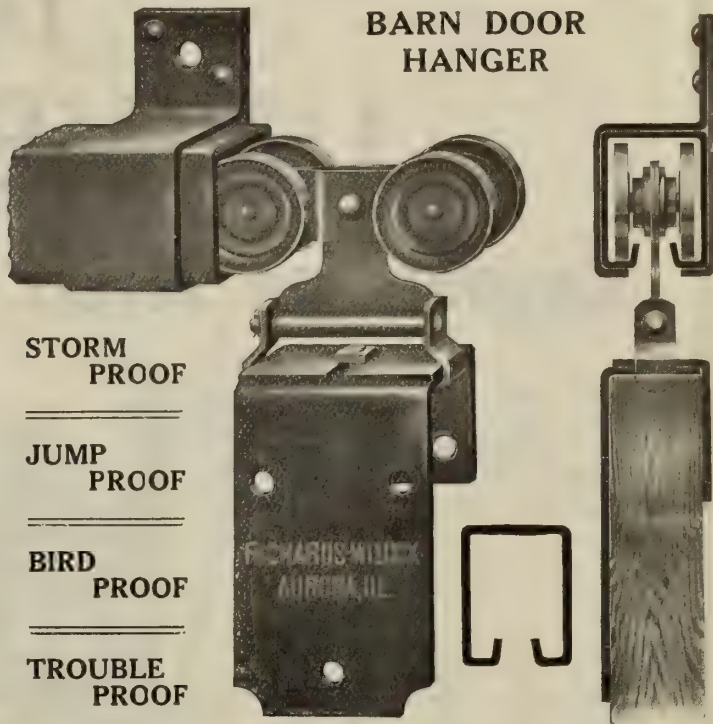
Get down your request for full information now.

Andrews Wire Works of Canada

Limited

WATFORD, ONTARIO

CANADA'S VERY BEST BARN DOOR HANGER



STORM
PROOF

JUMP
PROOF

BIRD
PROOF

TROUBLE
PROOF

Doors hung on the CHAMPION, No. 321, are hung right and will stay right.

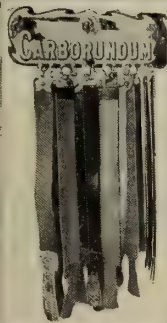
Get the Genuine RICHARDS-WILCOX TROLLEYS.

RICHARDS-WILCOX CANADIAN COMPANY, LIMITED
London - Montreal

Boost Your Razor Strop Sales—Stock Up with Carborundum Razor Stropps

They are cut from genuine horsehide, soft, smooth, pliable—

Into the corrugated sharpening side is rolled the finest of Carborundum powder—the stropps sharpen and finish—bring the dull razor to an edge in a twinkling.



The hardware of the stropps is new, novel, practical. *Carborundum Stropps appeal to every shaver and they will open the way to profits for you.*

WRITE ABOUT FREE DISPLAY CASE AND
RACK OFFER.



THE CARBORUNDUM COMPANY, NIAGARA FALLS, N.Y.



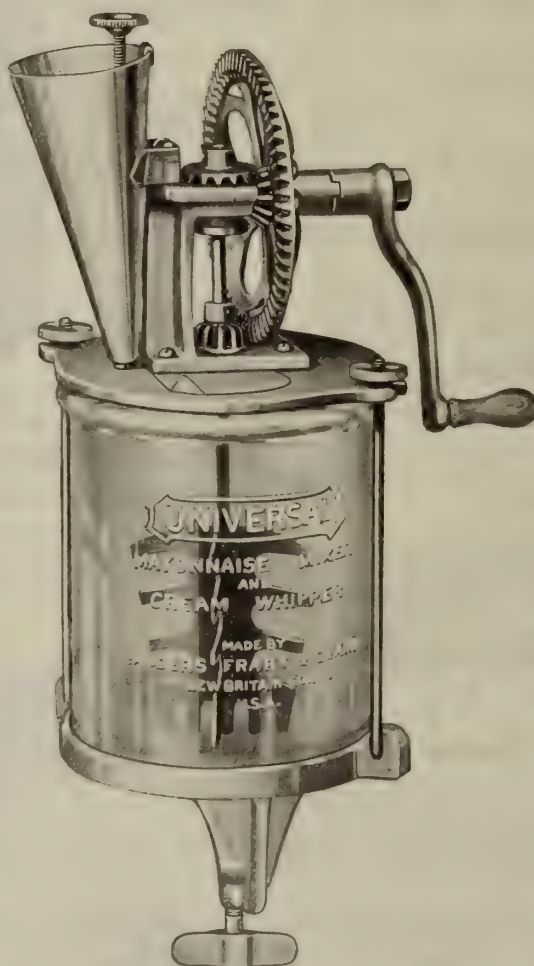
The UNIVERSAL Mayonnaise Mixer and Cream Whip

Makes perfect mayonnaise dressing in a fraction of the time required by the hand method. No especial skill is required and any recipe may be used.

The UNIVERSAL Mayonnaise Mixer eliminates all difficulty in mixing the oil and egg while the salad is being beaten, as the oil cup is equipped with a valve adjustment which regulates the flow of oil from a single drop to as great a quantity as desired.

The dasher travels around the jar as well as revolving the blades and this double motion mixes whatever is in the jar more thoroughly and in less time than any other mayonnaise mixer.

These features alone make the UNIVERSAL Mayonnaise Mixer superior to any other on the market and are points which every house-keeper will appreciate.



The bowl is entirely open at the top and the inside is perfectly smooth with no grooves. It is not fastened to the frame and is easily removed, for cleaning, by loosening the thumb nuts at the sides.

When these thumb nuts are loosened the entire operating part may be removed from the bowl.

All metal parts are heavily tinned, thus insuring freedom from rust.

A large clamp holds the mixer securely to the table, making it easy to operate.

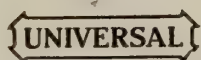
The UNIVERSAL Mayonnaise Mixer is remarkable for its simplicity of construction and the ease with which it may be cleaned.

No. 150. Mayonnaise Mixer. Mixing Capacity 1 Pint. Each \$2.00

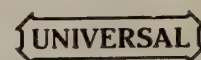
It may be used, with excellent results, for beating eggs, and mixing all light batters, and as a cream whipper it is unexcelled. A pint of pure cream, taken from the ice, can be whipped stiff in one minute and the whites of two eggs can be beaten stiff in less than two minutes.

The UNIVERSAL Mayonnaise Mixer is adapted to all mayonnaise recipes, preparing them with less work and in far less time than can be done by hand.

For prices, etc., write to your Jobber or direct to us.



LANDERS, FRARY & CLARK
NEW BRITAIN :: CONN., U. S. A.



**BOOT
CALKS**
for
LUMBERMEN

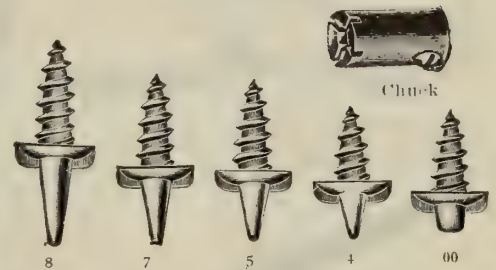
They Grip Like a Vise

**BOOT
CALKS**
for
HUNTERS

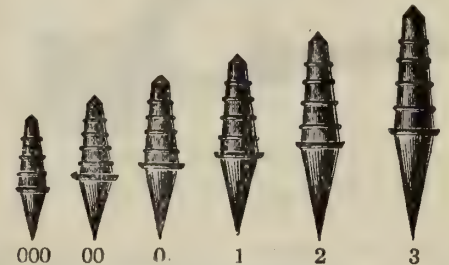


As the
**BRITISH
BULL-DOG
PROTECTS
ALL BRITISH
SUBJECTS**

So do our
**BOOT
CALKS**
Guard against
ACCIDENTS
of many kinds.



WING SCREW PATTERN



DRIVE PATTERN

Our Calks are specially made for

**Lumbermen, Loggers, Hunters, Woodsmen
and Ice-Cutters**

THEY ARE EASY TO INSERT!

For further particulars, please see page 228 of our Catalogue, then let us know the Largest Quantity you can handle and we will give you a Special Price.

We are Headquarters.

Place your Order now for Immediate and Future Shipments with

**BOOT
CALKS**
for
WOODSMEN

LEWIS BROS.,

LIMITED

MONTREAL

**BOOT
CALKS**
for
ICE-CUTTERS

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clipper of the utmost lightness and refinement, not paralleled by any other American manufacturer.



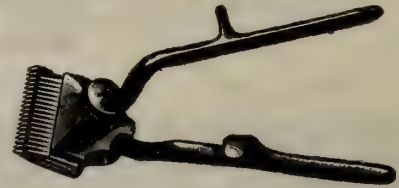
STANDARD No. 0, No. 1, and No. 2. Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER

A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.

If you are not familiar with these goods, send for samples and compare them with others.



SPEED

Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN with grooved bottom plate, retailing at about \$1.50.

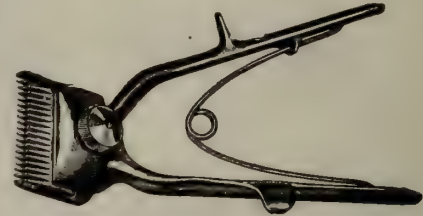
A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET

with visible sprug, retailing at about \$1.00.

RONUK

ENGLISH WAX POLISH & CLEANSER

The approach of Spring means the approach of housecleaning time, the opportunity to sell Ronuk—for cleaning and polishing floors, woodwork, furniture, linoleum, cork-carpet, auto-bodies and any other polished surfaces.

"Live" advertising in the daily papers is telling the people of these uses for Ronuk, is educating them to look for more than ordinary "floor polish." Dealers who handle Ronuk will get this business—is that *you*?

We have a very special proposition for the dealers this Spring. Ask your Jobber about it, or write us direct.

RONUK LIMITED

53 Yonge Street, TORONTO
Montreal, Winnipeg



Keep Your Men Working

Unless you get busy now, many owners are going to put off necessary roofing repairs. Don't wait for them to get after you. Get after them, point out repair work that should be done and quote prices for doing it.

For Quick Delivery at Best Prices

We can supply
EAVE-TROUGH
CONDUCTOR PIPE
ALL NECESSARY FITTINGS
SOLDER

Shipments **M**ade **P**romptly

THE **SHEET METAL PRODUCTS CO.** OF CANADA
MONTREAL LIMITED WINNIPEG
TORONTO



Efficient Files For Every Field

We make more than 4000 different styles of Files. No matter what your customer calls for, you can exactly fill his need with some one pattern of the "Famous Five"

**KEARNEY & FOOT
AMERICAN**

**GREAT WESTERN
ARCADE**

GLOBE

(MADE IN CANADA)

If it isn't on your shelf—it can be shipped AT ONCE from our stock. (It's surprising how much file business you can carry on—with a very small shelf-stock of the "Famous Five.")

Our big factory-stocks are at your disposal. Practically all our orders are shipped the day they're received.

Instead of tying up your capital in big stocks and turning it slowly — you invest but a small amount in the "Famous Five"—and turn it many times each year.

With the "Famous Five" you meet every demand quickly—to the best interests of YOU and your trade.

Our complete catalog shows the range and variety of our lines. "File Philosophy" will give you some new tips on selling more files. Write for FREE COPIES to

NICHOLSON FILE COMPANY, Port Hope, Ontario.

Clamp this Bench Drill Press to your Counter

and you will soon see how great is the number of your customers who are really interested in the purchase of a better bench drill press.

MILLERS FALLS BENCH DRILL PRESS No. 210

Speed is instantly changeable by means of the knurled ring pointed out in the illustration. Crank is adjustable within 3 to 6 inch radius. Table on swivel arm may be raised within range of 2 inches. Chuck is of famous "STAR" pattern with firm-gripping, accurate-centering jaws, operated by springs protected from injury. To the man in the market for a bench drill press, this one sells almost on first inspection.

Let us show you

This is only one of the many quick sellers of Millers Falls make. Let us show you the practical time-and-labor-saving features of Best Drill 2-0, Hack Saw 1027, Bit Brace 872, Extension Bit Holder 6, Acme Improved Mitre Box and Hand Drill 1980—new tools that will strongly appeal to wood and metal workers. Also please feel free to consult us on any selling problem relative to tools. It is part of our policy to co-operate with the retailer to the fullest possible extent. Catalog sent on request.

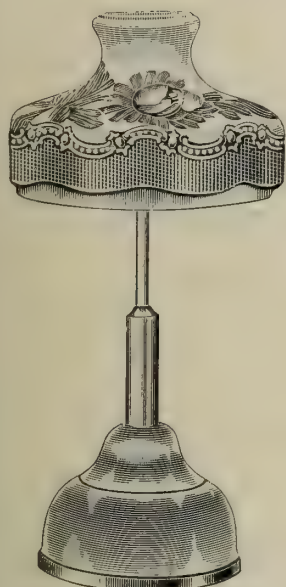


MILLERS FALLS CO.
Millers Falls, Mass.



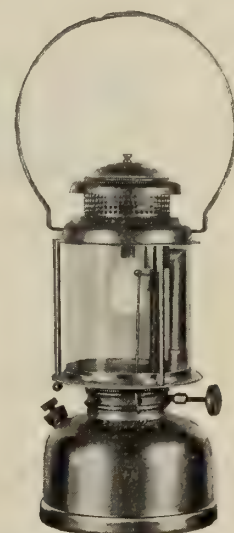
A 250 CANDLE POWER LIGHT

at an approximate cost of
1/2c. per hour.



No. 10—PORTABLE GASOLINE READING LAMP

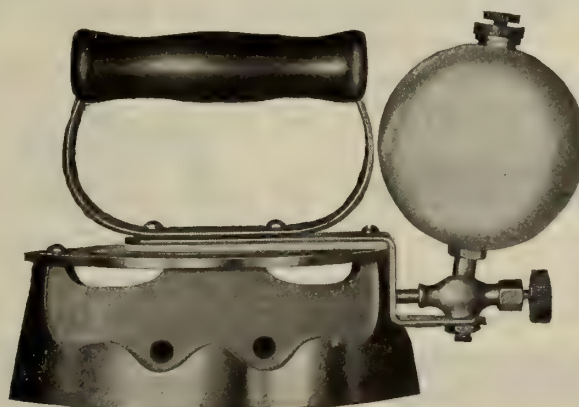
is an exceptionally beautiful lamp; neat in style, convenient in size; perfectly constructed; handsomely nickel-plated with a four-color hand-decorated china shade; stands 22 inches high; 8 inches in diameter at the base; quick removable generator; 2 high-grade mantles; adjustable light; low pressure operation; all working parts concealed but instantly accessible; fount holds one quart of gasoline and will burn about 14 hours on one filling.



THE "STORM KING" GASOLINE LANTERN

is an efficient, safe and reliable light; absolutely **storm-proof**, and will burn anywhere in any position; very simple in construction and operation; easy to light and extinguish; equipped with automatic tip cleaner, which prevents clogging; stands 13 inches high; 6 inches in diameter at base; mica chimney; nickel-plated fount; polished frame and top; will hold one quart of gasoline, and burns about 15 hours on one filling.

*Simple, Safe
Convenient
Economical
Efficient
Reliable
Durable*



*No Dirt
No Danger
Cheaper than
coal oil
More efficient
than electricity*

THE "COMFORT" TWO POINT GASOLINE IRON

This latest invention in gasoline irons is thoroughly reliable; quick lighting; quick removable self-cleaning generator; positive shut-off against pressure; perfect regulation; gas tip cannot become enlarged; all parts quickly accessible; takes less alcohol to light it than any other gasoline iron on the market; protected handle; fount holds one-half pint of gasoline and will operate the iron from 3 to 4½ hours with one filling; nickel-plated ebony handle; 7 inches long; 3½ inches wide; 6¼ inches high. **Easily adjusted. Always to be trusted.**

WRITE FOR PRICES.



H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

LIMITED

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

THE "W & B" LINE OF SCREW WRENCHES MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA



"W & B" Wood Handle Grips. Length open 6 to 14 inches.



"W & B" Steel Handle Grips. Length open 18 to 48 inches.

"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.

Machinist's Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

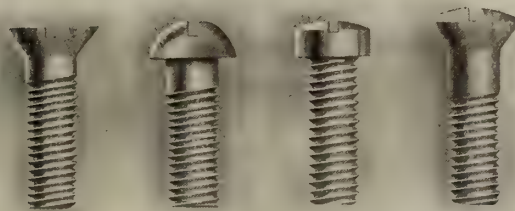
The Whitman & Barnes Manufacturing Company
ST. CATHARINES, Established 61 Years ONTARIO

THE STEEL COMPANY OF CANADA

HAMILTON, CANADA LIMITED

THREADED PRODUCTS

THE
THREADS
ARE
TRUE



THE
HEADS
ARE
PERFECT

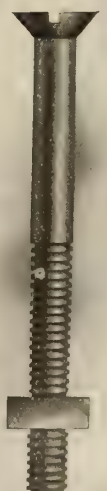
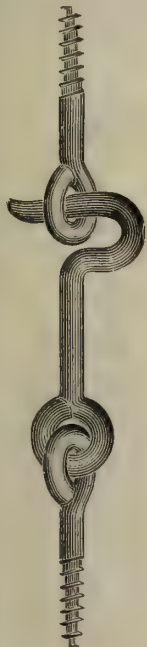
WOOD AND MACHINE SCREWS

BRIGHT WIRE GOODS

WROUGHT PIPE AND NIPPLES

BOLTS

BOOT CALKS



*Our stocks are complete, which
enable us to give prompt service.*

SALES OFFICES:

HAMILTON
VICTORIA

MONTREAL
VANCOUVER

TORONTO
ST. JOHN

WINNIPEG
HALIFAX



Boost Goods made in Canada
Keep Canadian Labor employed
You can help by insisting on
having

Still's Handles

in your next handle order. You will
find them superior in quality and finish.

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO, CANADA



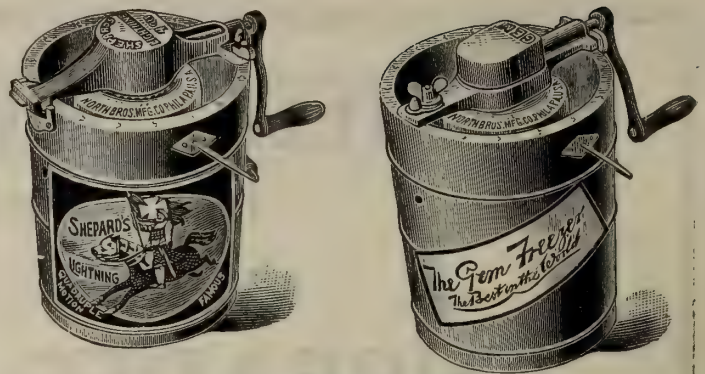
High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Time to Order

FREEZERS

Whether you stock the **LIGHTNING**, **GEM** or **BLIZZARD**, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand—one that brings trade and helps you keep it.

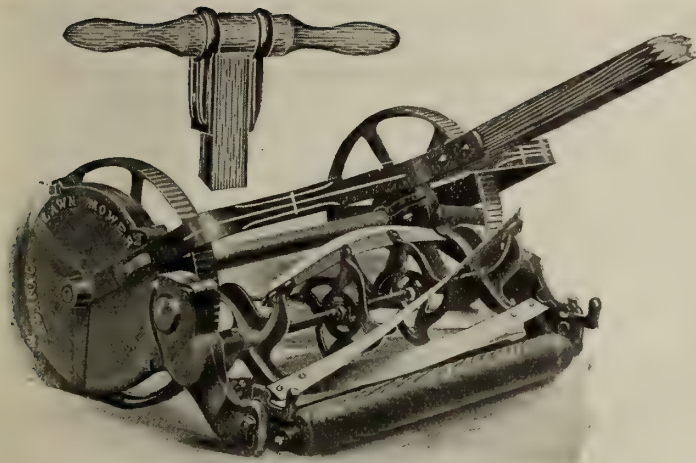
The **BLIZZARD**, being a low-priced Freezer, makes a good running mate with either the **GEM** or **LIGHTNING**. Now is the time to place your order. Shipment can be made any time you specify.

BE SURE to INCLUDE the **LIGHTNING ICE CHIPPER** No. 1. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.

Your Jobber will
Supply You.



NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



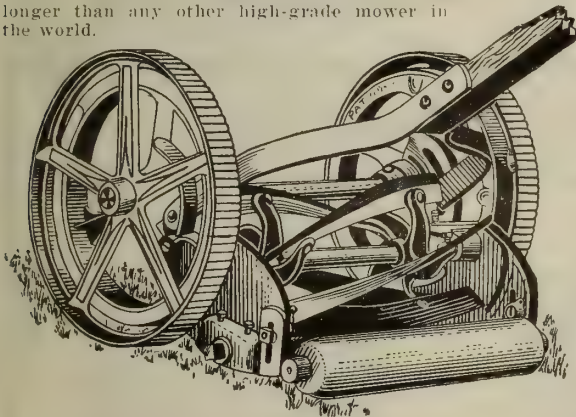
The "Adanac"

Thoroughly High-class.

Special crucible Tool Steel, oil tempered. Equipped with train of gears. Best quality material used throughout its construction. All parts easily adjusted. Four blades—10½-inch wheels, 6½-inch cylinder. Sizes—17 in., 19 in., 21 in.

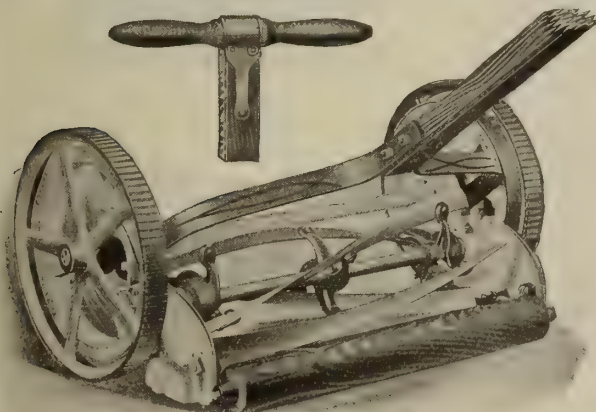
The "Woodyatt"

Open four and five-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass-box attachment. This mower has been on the market longer than any other high-grade mower in the world.



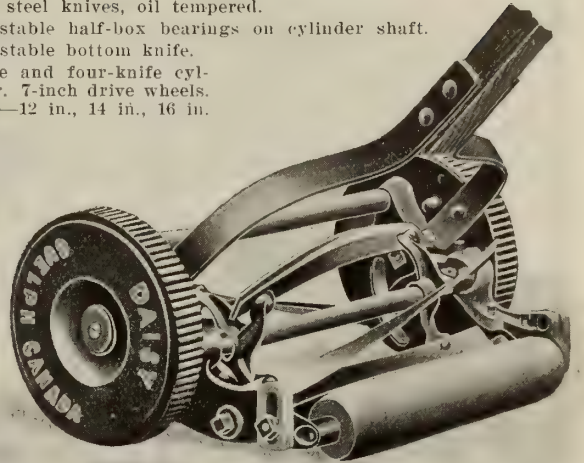
The "Empress"

Open four and five-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened, adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared, polished steel shafts. Cheeks easily attached. Made with grass-box attachment.



The "Daisy"

Cast steel knives, oil tempered. Adjustable half-box bearings on cylinder shaft. Adjustable bottom knife. Three and four-knife cylinder. 7-inch drive wheels. Sizes—12 in., 14 in., 16 in.



Specify Taylor-Forbes Lawn Mowers

BECAUSE They are high-grade machines with distinctive mechanical features — **BECAUSE** they are reasonable in price, Canadian-made and backed up by a guarantee that we will replace them or refund their purchase price, if desired, if for any reason within one year from date of purchase the purchaser is not satisfied with his investment.

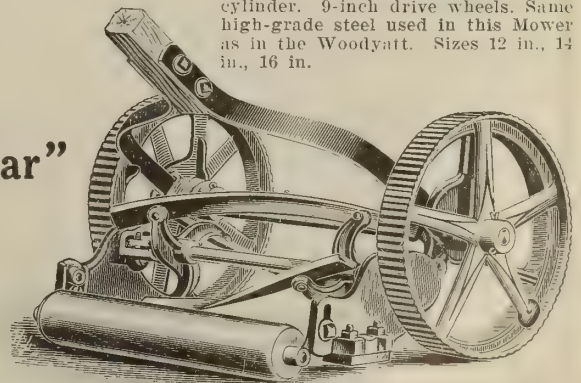
If your jobber cannot supply you, write us; we'll be pleased to quote you our discounts.

The Taylor-Forbes Co., Limited
Head Office and Works: GUELPH, ONT.

Taylor-Forbes Co.,
246 Craig Street W., Montreal.
Canadian United Mfrs. Agency,
London, England.
H. G. Rogers,
147 Prince William St., St. John, N.B.
H. F. Moulden & Son,
Travelers Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd.,
1070 Homer St., Vancouver, B.C.

Cast steel knives, oil tempered. Adjustable half-box bearings on cylinder shaft. Adjustable bottom knife. Wood rollers of hard maple. Three and four-knife cylinder. 9-inch drive wheels. Same high-grade steel used in this Mower as in the Woodyatt. Sizes 12 in., 14 in., 16 in.

The "Star"



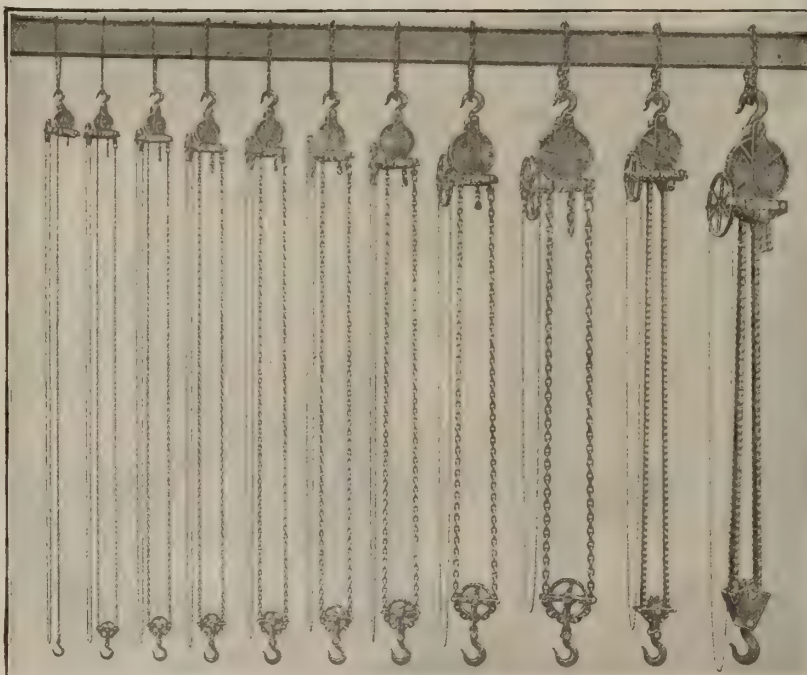


The advertisement features a central illustration of a soldier in a military uniform and cap, holding a long rifle. He is looking towards a door on the right. On the door, a Briton door spring is installed. To the left of the soldier, a large, detailed illustration of the Briton door spring is shown. The text "The BRITON DOOR SPRING & CHECK" is prominently displayed in a stylized font. Below this, the phrase "Keeps out The 'Germ's.'" is written in a cursive script. In the background, another soldier is visible through a doorway, also holding a rifle. The overall theme is military hygiene and security.

MADE ONLY BY
Wm. Newman & Sons
LIMITED
BIRMINGHAM, ENG.

Agents: TEES & PERSSE, Ltd., Calgary, Alta.

YOUR CUSTOMER WANTS CANADIAN-BUILT CHAIN-BLOCKS,



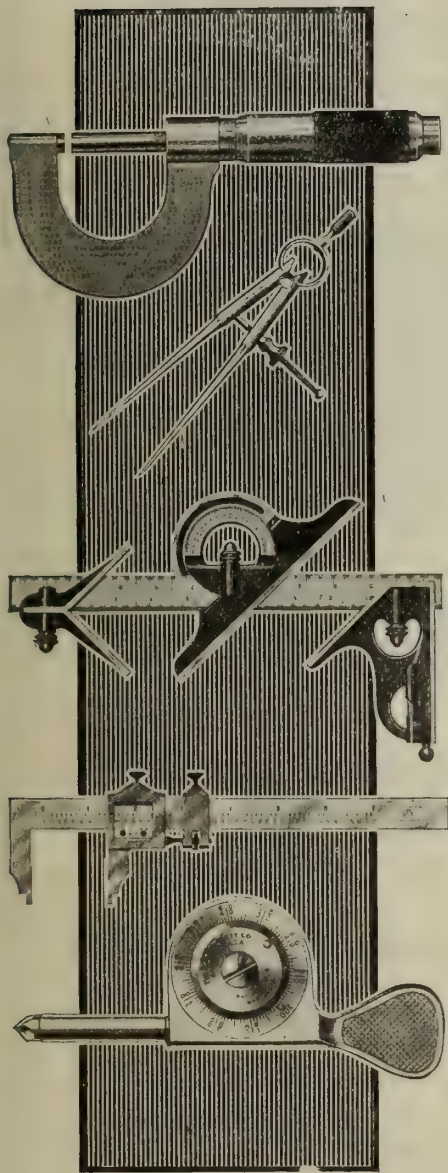
and it is an easy, pleasant and a profitable task for you to supply the demand.

Write for all particulars to

**THE
HERBERT MORRIS
CRANE & HOIST
COMPANY, Limited,**

EMPRESS WORKS,
PETER STREET, TORONTO.

Starrett Tools



Every Mechanic is a Possible Customer

Not far from **your** store are many machinists, carpenters, electricians, and other mechanics who are logical buyers for Starrett Tools. Machinists form the backbone of this tool trade, but many special tools bring in other classes of mechanics as well as amateurs and home owners.

What a Line of

Starrett Tools Includes:

In any stock of Starrett Tools there should be steel rules and tapes, calipers and dividers, steel squares, bevels, levels, protractors, combination sets, micrometers, vernier calipers, surface gages, speed indicators, hack saws, cabinet scrapers, screwdrivers, etc.

Chief Selling Points:

Briefly, the selling points of Starrett Tools are accuracy and efficiency. Every tool is guaranteed to be mechanically accurate. In addition these tools, designed by practical men, may be used on a larger variety of work and on more special operations than any others. The graduations are etched clean and sharp by a superior patented process.

Who Makes Them:

Starrett Tools are made by The L. S. Starrett Co., founded by Leroy S. Starrett, himself a practical mechanic. They are made in the largest plant in the world devoted exclusively to the manufacture of fine tools and are backed by the guarantee of this tremendous organization.

Value of Display:

By displaying any line in your window, you increase your chances for getting business where the need or demand already exists. When you display Starrett Tools you get this same benefit and also create a larger proportion of new business than on almost any other line because mechanics see a new kind of tool, buy it, and use it to advantage when otherwise they would make shift without it.

We want dealers to have a supply of our 320-page catalog No. 20M.A. on hand to distribute to mechanics. Send for supply now. Link up your display with our advertising and you'll get results.



The L. S. Starrett Co., Athol, Mass.

WORLD'S GREATEST TOOLMAKERS

SIX DEALER HELPS FREE,



Steel Fishing Rods

FREE, FREE, FREE

A "Bristol" 1915 Art Calendar—FREE—16 x 20, in full colors, painting by Philip R. Goodwin.

Metal Store Sign—FREE. Hanger loop, gray enamel, gold, red and black, size 7 x 16 inches.

Art Window Cut-Out FREE—3 panels, in full colors, centre panel same as calendar, beautiful display for store or window. Size 27 x 34 inches.

NEWSPAPER ELECTROS—FREE. Send for proof sheet showing 31 different newspaper cuts we give free. Get it to-day.

CATALOGUE—FREE. Describes and illustrates 31 different "BRISTOL" Steel Fishing Rods. In order to *know* the complete line you should have this catalogue.

4-page CIRCULARS—FREE. Tell us how many you want—50, 75, 100, 200 or more, and we will send them to you without cost. They are beautifully illustrated on 4 pages, and describe 11 different rods in a way which will make every fisherman feel the need of more rods.

THE HORTON MFG. CO.

302 Horton St., Bristol, Conn.

Horton Mfg. Co.,
302 Horton St., Bristol, Ct.

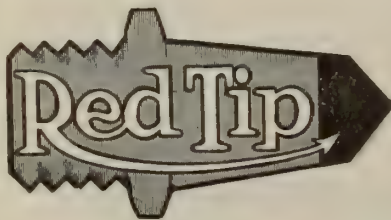
Please send us at once the following Dealer Helps.

- ☐ 1915 art calendar FREE.
- ☐ Metal store sign FREE.
- ☐ Art window cut-out FREE.
- ☐ Newspaper proof sheet FREE.
- ☐ Catalogue FREE.
- ☐ 4-page circulars FREE.

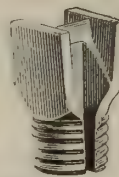
Name

Street

City State



Calks



Keystone



No. 1



No. 4



No. 5

Take the slip out of slippery roads

Every owner of valuable horses needs them and needs them badly because they prevent accidents that result from slips, and save much time.

Neverslip Red Tip Calks wear sharp with use, and when worn out can be replaced with a complete set of new ones in twenty minutes.

Horse Shoers and Horse Owners highly recommend Neverslip Calks and Shoes.

Grasp this field for more business that slippery roads present. Your Horseshoers should sell Red Tips.

Sit down now and write for our booklet T. It gives full information. We can supply all demands quickly from stock.

The Neverslip Manufacturing Co.

U.S. Factory : New Brunswick, N.J.

Canadian Factory and Office :

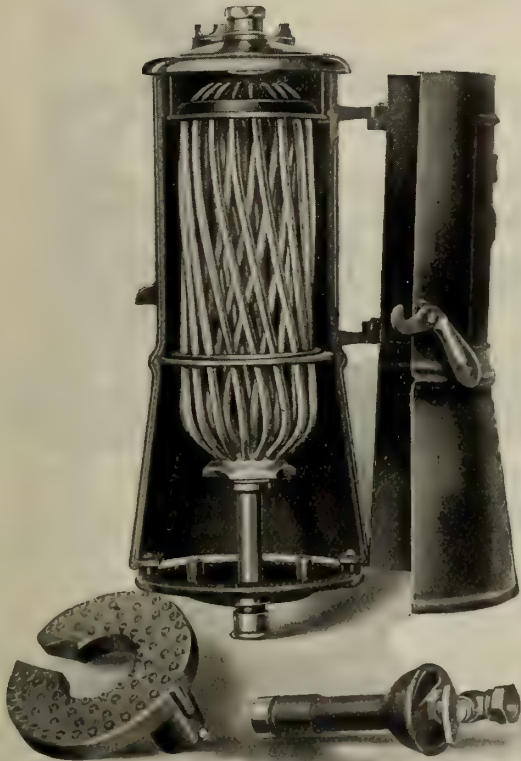
559 PIUS IX AVENUE

MONTREAL



*All Neverslips Have
RED TIPS*

Stack Gas Heaters



**One minute after they're
lit they give hot water
continuously at the tap.**

Stack heaters are guaranteed to produce more hot water for a given quantity of gas, and to last longer than any other copper coil heater of equal capacity.

A PEACH FOR THE PRICE
and one that is certain to find many buyers.

Place your order now for
Spring delivery.

**THE JAMES MORRISON BRASS
MANUFACTURING CO., LTD.**

93-97 Adelaide Street West, Toronto



Auto Accessories of Standardized Quality Plus Standardized Service

Change places with your customer. Imagine yourself one of the many thousands of car owners who use and buy automobile accessories.

- Would not the guarantee of a \$5,000,000 corporation, backed by a Service in actual operation in every important city of North America, be a great if not a deciding factor—in your purchase?
- Such is the Johns-Manville guarantee on Johns-Manville Automobile Accessories—and such is the efficiency of Johns-Manville Service.
- And remember that you are able to offer your customers this two-fold assurance of satisfaction at no extra cost.

Carter Carburetor

Multiple-Jet Principle

**Works WITH the Engine, NOT
AGAINST it**

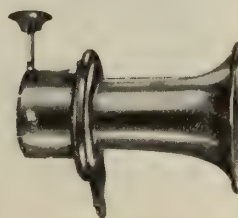
Never "lags" or "drags." Built on a principle that gives the engine complete automatic control over the amount of fuel consumed.

Effects a real increase in economy, flexibility and power. Allows lowest throttle, insures quickest "pick-up," and estimated conservatively, saves 10 per cent. on fuel.



Long Horn

Sure as a Hammer on a Gong.



**First Cost
the Only Cost**

A mechanical warning signal operated by direct pressure of hand or elbow. Its unfailing, instant response is short and sharp or loud and long-sustained, at the will of the operator. All working parts are self-contained, hardened and practically wear-proof. Easily installed. Requires no attention save occasional oiling, and will outlast the car. All profit—clear profit. **Prices \$6 to \$16.**

JM Lens (NON- BLINDING)

Gives Daylight Safety to Night Driving.

Illuminates the roadway clearly in front of the car, yet does not throw a blinding glare into the eyes of motorists or pedestrians. This is made possible by a front glass of pronounced curvature, frosted over its entire surface with the exception of a clear space slightly below the centre, about 3x5 inches, through which a powerful searching beam is projected, forward and downward, on the road. Does away with the necessity of side lights. Requires no special attachments, and is easily fitted to any lamps in place of the old-style front glasses.

Made in sizes to fit all standard lamps.



**\$4 Per
Pair**

Other Johns-Manville Accessories

Jones Speedometer; Johns-Manville Shock Absorber; Red Seal Dry Batteries; J-M Fire Extinguisher; J-M Non-Burn Brake Lining; J-M (Mezger) Soot-Proof Spark Plug; J-M Automobile Clock; J-M Narco Products; J-M Tirenew; J-M Automobile Tape; G-P Muffler Cut-Out; "Noark" Enclosed Fuses.

Write nearest Branch for booklets and proposition to DEALERS.

THE CANADIAN H. W. JOHNS-MANVILLE CO., LTD.

Toronto Montreal



Winnipeg Vancouver

2444-A

"PHILADELPHIA"

The Mower of Excellence

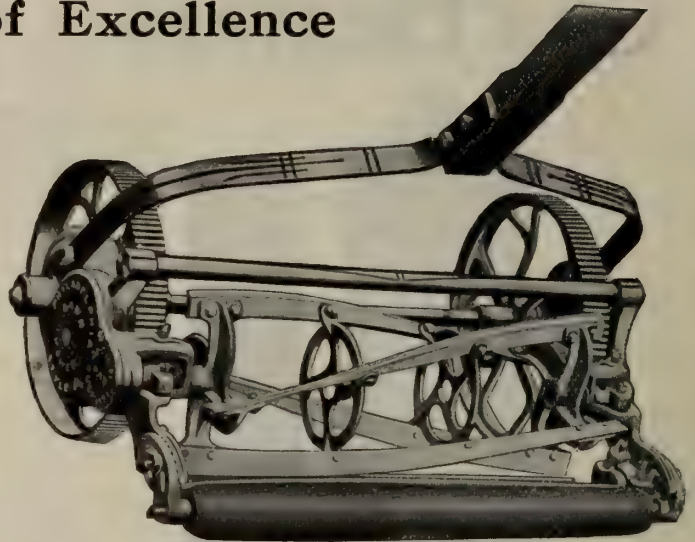
The acknowledged leader for over 46 years, it still remains in the front rank; has never been equalled as regards simplicity, durability and highest grade material.

Buy goods with a reputation. You will find all the latest improvements in the "Philadelphia."

All knives **Vanadium Crucible Steel.**

Twenty-one styles hand and six styles horse mowers.

Catalogs and selling helps ready.



THE ORIGINAL ALL STEEL MOWER

THE PHILADELPHIA LAWN MOWER CO.

Makers of the Highest Grade Goods Only

31st and Chestnut Streets, Philadelphia, Pennsylvania, U.S.A.

HORSE-SHOE BRAND WRINGERS

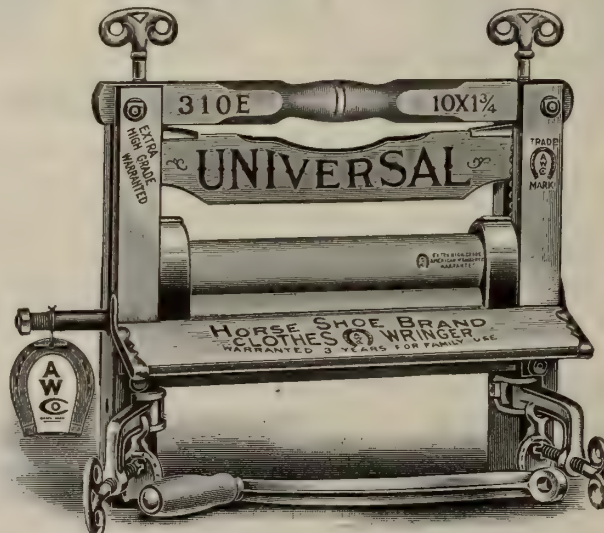
WARRANTED as to quality.

WARRANTED to give satisfaction.

WARRANTED as to price

Plain Bearings
and Steel
Ball Bearings

Enclosed
Cog
Wheels



Plain Bearings
No. 340E
" 341E

Steel Ball Bearings
No. 360E
" 361E

Size of Rolls
10 x 1 3/4 inches
11 x 1 3/4 inches

WE MAKE THE LARGEST VARIETY OF WRINGERS IN THE WORLD.

Send for our new Price List.

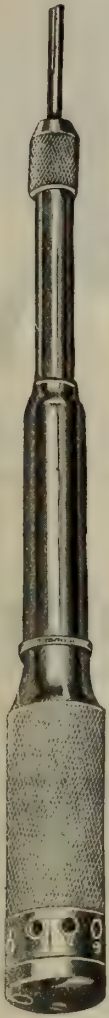
THE AMERICAN WRINGER COMPANY

NEW YORK CITY, U.S.A.

Mr. Punch

Goodell-Pratt Automatic Drill No. 185

See the illustration in lower corner? It is taken from our popular advertising on Mr. Punch. Do you get the idea? We are trying to sell Mr. Punch to men and boys who ordinarily don't buy good tools. Every month we show a new home use for Mr. Punch. Screwing skates to boots, making bookcases, boat building, putting up shelves, etc. Sooner or later a good many thousand men are going to yield to the impulse and buy Mr. Punch.



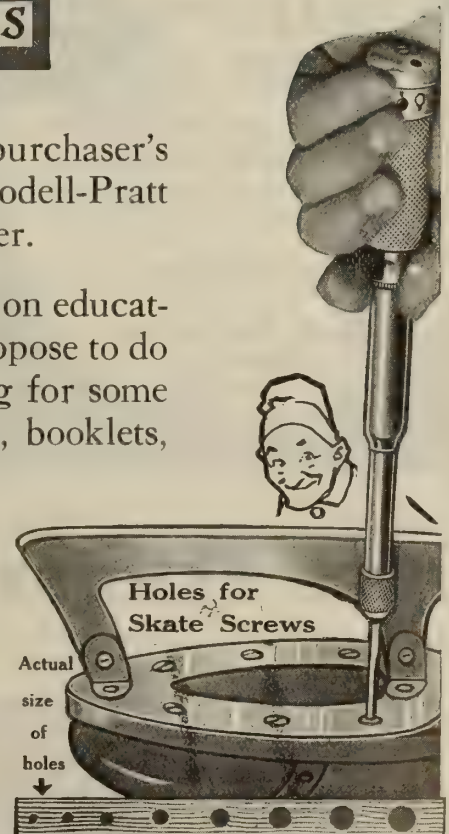
Let that sale be the first step toward said purchaser's acquiring a kit of good tools. Sell him a Goodell-Pratt Vise, Bit Brace, Lathe, Automatic Screw Driver.

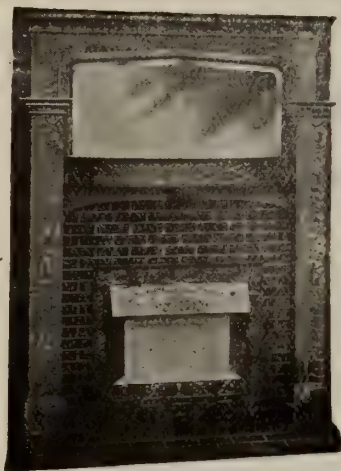
The future of the hardware business depends on educating more men to the uses of good tools. We propose to do our share of the work. Back us up by sending for some snappy dealer's helps which are ready—signs, booklets, etc., and a great silent-salesman for the counter.

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass.





Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us
It is our Business and we are Specialists
therein. We give you the best there is
in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.



FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

**SAFETY
FIRST**

The Season for Fireplace Fix-
tures and Spark Guards is now
on. Have you a supply of
stock sizes?

Inquiries Solicited

Canada Wire & Iron
Goods Co.
Hamilton, Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following **SPECIAL PRICES**—
Sample order solicited:

Fine Polished Colored Handles

No. 1 Canada, 5 String	- - \$4.50
No. 2 Canada, 4 String	- - \$4.00
No. 3 Canada, 4 String	- - \$3.75

6 Dozen lots and up delivered—Ontario

WALTER WOODS & CO.
Hamilton

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand,
Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware
Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

Russell Jennings



Auger Bits

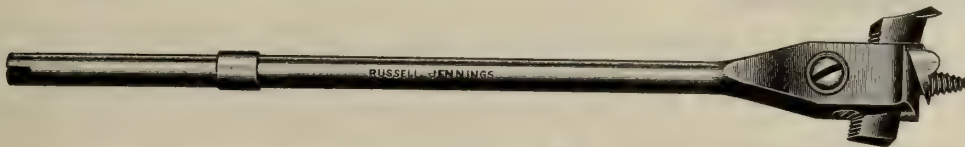
The well-known double twist auger bits bearing the name Russell Jennings were invented by Mr. Russell Jennings and patented by him in 1855. Bits made in imitation of this standard have been called "Jenning Pattern," but the only similarity is in name and shape. The quality of material and workmanship in Russell Jennings bits has never been equalled.

Precision Tools with Turned Shanks

The cutting qualities of Russell Jennings bits could not be improved, but the ordinary bit shank used on all bits has never proved satisfactory. We now furnish a complete line of auger bits with our Precision turned shank which prevents the bit from pulling out of the brace chuck and keeps it in perfect alignment.

Braces, Expansive Bits Bit Extensions, etc.

Besides auger bits the Russell Jennings line also includes machine bits, Dowel bits, bit braces, solid head expansive bits, bit extensions, screw-driver bits, countersinks, tapers, reamers, etc. These may be sold separately, or in convenient sets of various combinations.



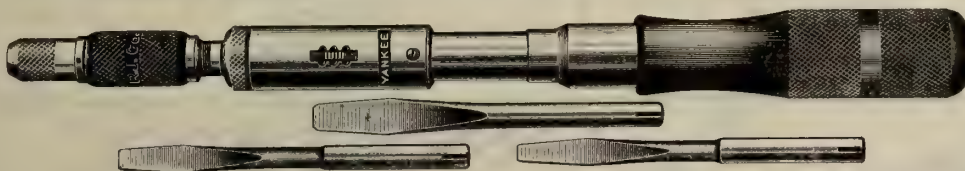
Yankee Tools

The well-known Yankee push braces and screw-drivers may now be used with Russell Jennings Precision turned shank tools as we have furnished Yankee brace No. 75X and their ratchet screw-driver No. 31X with our Precision chucks.

Miscellaneous Tools

We also make, for use with our own braces or with Yankee push braces, a variety of tools such as screw-driver bits, German gimlet bits, taper reamers, countersinks, Forstner bits, etc.

Write for catalog and booklets describing these tools and giving prices.



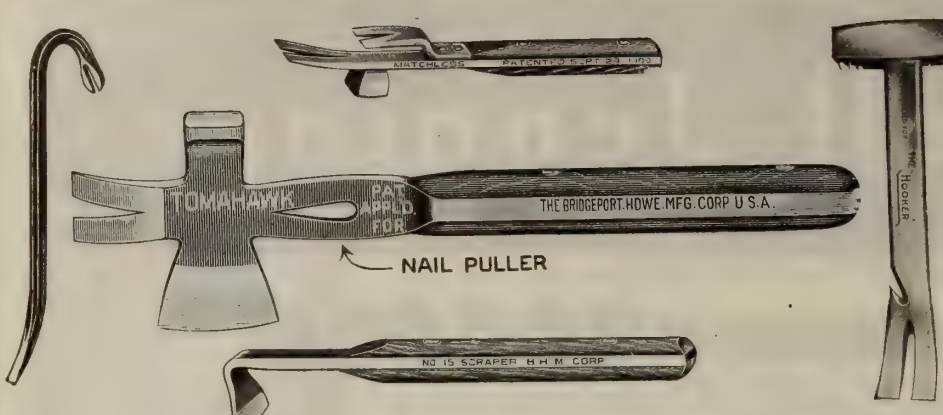
Russell Jennings Manufacturing Co.

St. Catharines, Ont.

21-144



Boring Tools



NAIL PULLER

NO. 15 SCRAPER H. H. M. CORP.

CONSIDER THIS!

The
Bridgeport Line

BOX TOOLS OF ALL KINDS
Large VARIETY to select from

Get our Catalog and Prices

The BRIDGEPORT
HARDWARE MFG. CORP.
Bridgeport, Conn., U.S.A.

Canadian Sales Agent:
PRESCOTT W. ROBINSON, 695 Victoria Ave.
Montreal

Chatillon Scales are made in every style and capacity for every purpose. They ensure "**ACCURACY**"—one of the watchwords of Modern Business universally demanded. Secure the appreciation of your customers by selling

Chatillon Scales



We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, O.K.-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

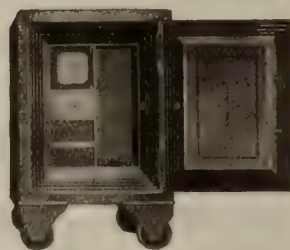
Write to us for illustrated catalogue, or ask your jobber.

JOHN CHATILLON & SONS

85 Cliff Street - New York City
Scale Makers Since 1835

AHERN FIREPROOF SAFES

MADE IN CANADA
SINCE 1880

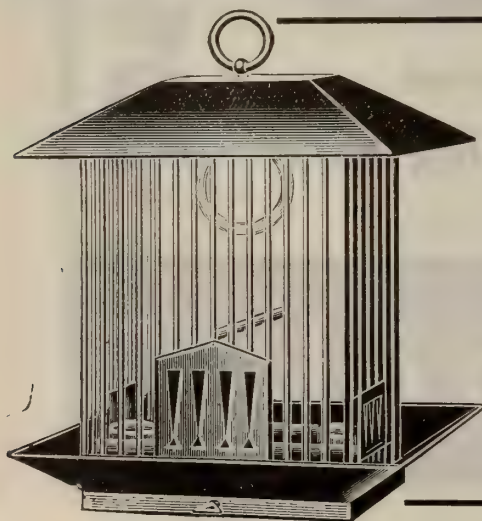


Thirty-five years' experience in manufacturing fire and burglar-proof safes means security for you when you have your books and valuables protected in an Ahern safe. These safes are made in all sizes and retail at \$25.00 and up. Catalogue No. 9 sent on request.

DEALERS WANTED

Write to-day for complete catalogue and prices.

Please Address Dept. H.3
AHERN SAFE CO., LIMITED
(Montreal Safe Works)
MONTREAL - CANADA



"HENDRYX"

A word for quality

THE CAGE DISTINCTIVE

A new idea in cage manufacture.
Colonial Cage No. 9000

Made of all brass and in place of wires and rail, 1/4-inch seamless brass tubing is used, giving a rich and solid appearance to the cage. The cups are inside and protected by a sliding screen. The base contains a deep drawer. Furnished in Dull Brass, Polished Brass or Antique Copper.

The Andrew B. Hendryx Co., NEW HAVEN, CONN.,
U. S. A.

THE STORY OF THE RALEIGH

Once upon a time a scarlet cloak made a man's fortune, and in making this man's fortune it wielded a powerful influence upon the exploration and development of North America.

You have probably heard the story. It has been told in many a school reader and in stories for children. It has been the inspiration of many a boy taking his first lessons in courtesy and chivalry, and it has given many a maiden a different idea of her position in the world and the treatment to which she may be entitled when she becomes a queen dispensing royal favors.

According to the story, Sir Walter Raleigh was strolling one day through the forest, when he first met Elizabeth, Queen of England. He had just returned from some extensive explorations as a member of a party with one of his kinsmen. Fortune had not smiled upon him. In fact, he was so reduced in circumstances that his fine clothing represented the largest part of his estate. His day, however, had come, and it brought him a great opportunity. Fortunate for him that he had fine clothes; fortunate for America that he wore a splendid scarlet cloak. But for his apparel, Raleigh might have passed unnoticed by the Queen and the history of America might have been materially changed.

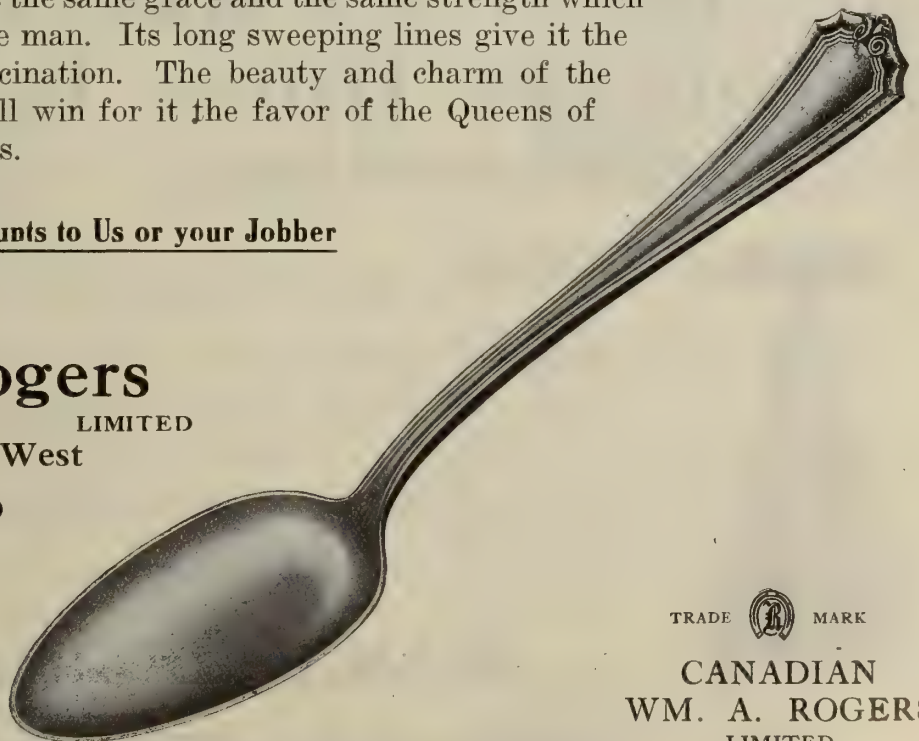
We honor the great explorer by giving his name to one of our most beautiful patterns. It has the same grace and the same strength which so characterized the man. Its long sweeping lines give it the same power of fascination. The beauty and charm of the Raleigh pattern will win for it the favor of the Queens of the Canadian homes.

Write for Discounts to Us or your Jobber

Wm. A. Rogers
LIMITED
570 King Street West
Toronto

WINNIPEG:
Hammond Building.

VANCOUVER:
Fairfield Building.



TRADE  MARK

CANADIAN
WM. A. ROGERS
LIMITED

Follow the Government's Example BUY THE COLT

Governments do not buy Automatic Pistols on claims or say-so, but on rigid comparative tests.

The **COLT** was adopted for the U. S. Army and Navy because of its marked superiority to any other Pistol. ("Army and Navy Journal" report gives full details—a copy sent free on request.)

If YOU use these arguments it will make the COLT an "easy seller" because of the proof as to which pistol is the best for home protection—the trade you are interested in.

SAFETY plus **QUICKNESS** are two more points in favor of the COLT.

The COLT is **automatically safe** because the Colt Grip Safety requires no thought—the Colt is ready for instant use yet positively safe—can't be fired until the trigger is purposely pulled.

Send for supply of new booklets
"HOW TO SHOOT"

**COLT'S PATENT FIRE ARMS
MFG. CO.**

HARTFORD, CONN.

or **A. MACFARLANE & CO.,** Coristine Bldg., Montreal



BE PATRIOTIC Encourage Home Industries Buy JENKINS BROS.' VALVES



Fig. 300
Type "K"
Brass Gate Valve
Screwed.

They are the best for all services

Why send abroad for valves when such splendid goods are made right here in Canada by a Company whose name is a by-word in every Country in the World?

Jenkins Bros.' Valves are stocked by all first-class dealers.

Catalogue sent free upon request.

JENKINS BROS., LIMITED
103 St. Remi Street - Montreal



LARGE ORDERS AWAITING

The Hardware Man Who Handles

PEDLAR'S Art Metal CEILINGS

MADE IN CANADA

WHY not negotiate for this business with your local Gymnasiums, Churches, Halls, Stores and Residences? There is a handsome profit in it for you. If you have not a copy of our illustrated Ceiling Catalogue No. 21C on file, write for it NOW. Address Branch Nearest you.

The PEDLAR PEOPLE, Limited

Established 1861

4-L

Executive Office and Factories: OSHAWA, ONTARIO
MONTREAL TORONTO OTTAWA LONDON WINNIPEG

CHICAGO

SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

Hardware dealers everywhere are stocking
a line of

ELECTRIC FLASHLIGHTS



Flashlights

are standard, the most simple to operate
and absolutely guaranteed.

Franco "Wireless"

The only non-short circuiting fibre flashlights. Has concealed connections and is practically unbreakable.

Write for catalogue to your jobber or direct to

Interstate Electric Novelty Co.
of Canada, Limited

220 King Street West, TORONTO, ONTARIO

**If
You
Want
to
Handle**



WIRE NAILS

**OF SUPERIOR QUALITY
CONSULT US AT ONCE**

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B. C.

Selling Paint For Profit

Prestige means more sales and more profit.

THE prestige of Sherwin-Williams paints and varnishes is strongly established. It is an asset to every S-W agent, it helps to sell the S-W products, on his shelves, and it aids his hardware sales as well. Prestige brings a buyer across the street to buy from the S-W store, after he has looked at a bargain window of ordinary paint.

SWP stands for—Sherwin-Williams Prestige — among prepared house-paints.

S-W Flat-tone is equally famous among flat-drying oil paints. S-W Scar-not, Mar-not, and Rexpar are varnishes that excel. It is the same right down the order blank.

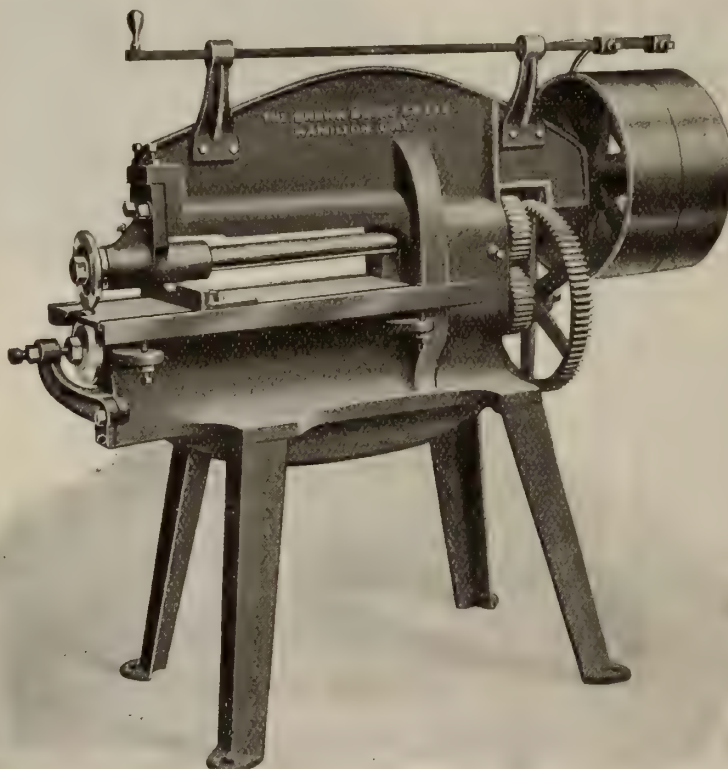
Every sale of a Sherwin-Williams product helps to increase the prestige, and profit, of the S-W store. Is it any wonder then, that S-W agents profit well in their Paint Department?

In placing your Spring paint order, do not overlook S-W interior finishes and specialties.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg,
Calgary, Vancouver, Halifax, N.S., London, Eng.



No. 1 Power Slitting Shears

Decrease your operating expenses by installing tools embracing the necessary essentials.

**Correct Design
Best Material
Perfect Workmanship**

Our product is the result of 40 years' manufacturing experience, and is a guarantee of satisfaction.

This is the TIME to figure on IMPROVED METHODS for producing your work. Let us figure on your next installation.

We will help you make a SUCCESS of it.

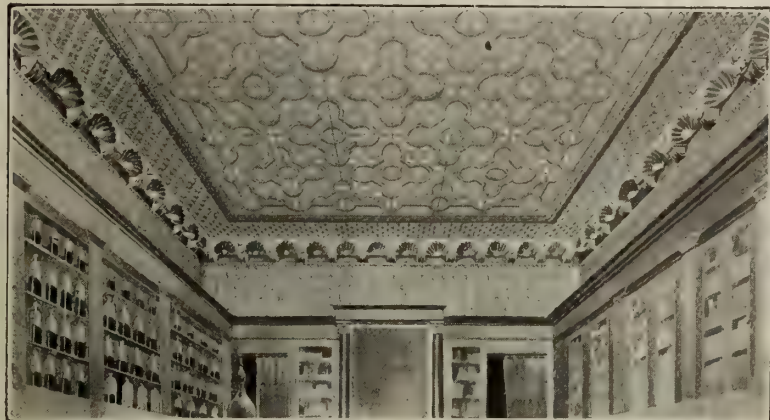
"Service is our Watchword."

**THE BROWN, BOGGS CO., LTD.
HAMILTON, CAN.**

**Tinsmith Tools, Sheet Metal Workers' Tools,
Power Presses, Dies, Etc.**

**Western Representatives: Messrs. Bissett & Loucks,
Winnipeg and Edmonton**

YOU can make the old store cleaner and brighter than most new ones by installing beautiful and artistic



We help you to estimate on interiors like this. There's money in them for you.

schools, theatres, hotels, cafes and public buildings—all can be beautified and enhanced in value by "Metallic" Ceilings and Walls. Erected in your own store they will successfully demonstrate their beauty and utility. Send for our illustrated catalogue "H" and price-list and we will show you how you may readily and easily add to your profits.

Have you our latest catalogue of the full line of "Metallic" Building Materials? It is an effective salesman.

REMEMBER—"Metallic" Building Materials are British-Made. No "Keystone" or other foreign plates used.

The Metallic Roofing Company, Limited, Manufacturers
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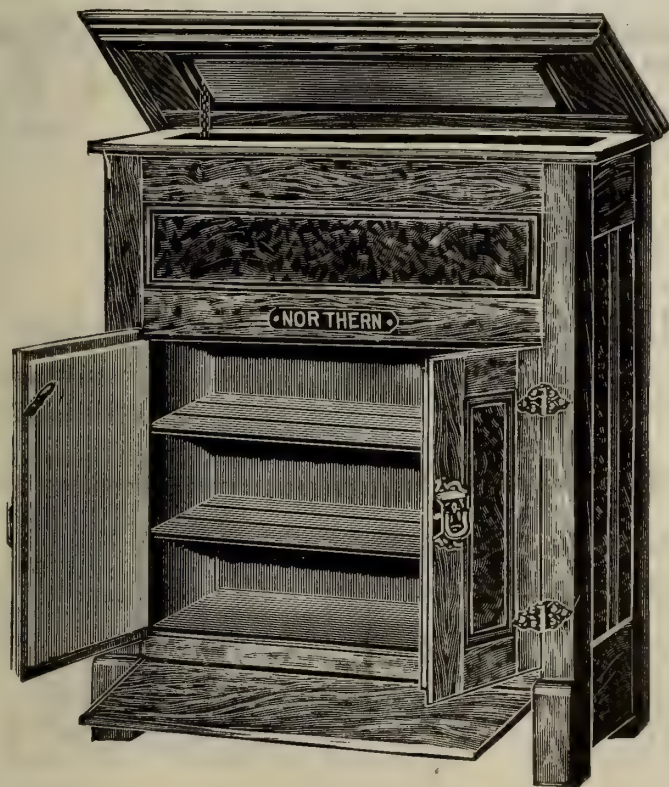
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Extraordinary Washing Machines at Ordinary Prices

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New Idea (Electric, with swinging wringer).
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New Century "A," "B," and "C" (Hand Drive).
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Flyer " "
Momentum " "
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Snowball " "
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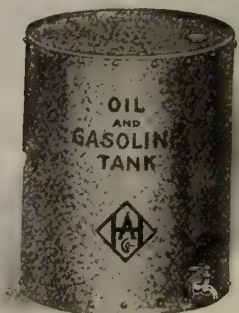
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Wholesale Distributors for

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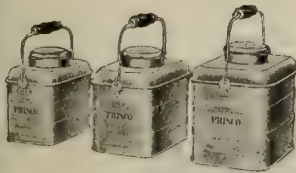
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MADE IN CANADA



Extra large tea compartment, which locks securely to top of pail by spring action of the heavy tin-plated wire ball.



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SANITARY, CLASSY
ECONOMICAL

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Pie tray with rounded corners and folding wire handles to facilitate removal—easily wiped clean, and no corners or crevices for food to lodge in and decay.

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Three sizes, Small, Medium and Large.			
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Doz. in Carton	1/2	1/2	1/2
W't per Carton, lbs.	11	12	14

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Edge of Pail heavily wired and very rigid. Ears riveted on. Both Pail and tea container are double seamed and then soldered, and are guaranteed leak proof.

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Improved Patent Flush
Handle



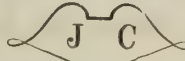
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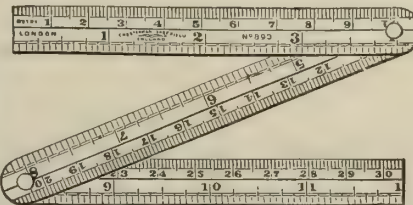
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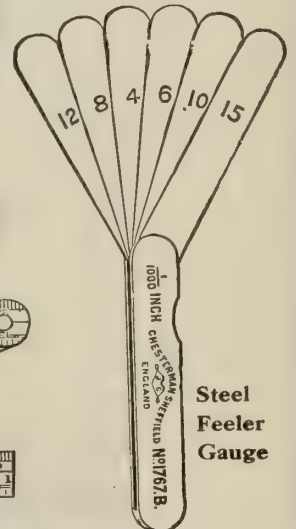


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Steel Rules, Gauges, etc.

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Steel
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ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and

shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO



28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
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Keep the Dollar at Home

BUY RUBBER GOODS

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MADE IN CANADA

Our line-up is complete. Our quality is unexcelled, and our prices are right. Let us show you what we can do.

It is our desire to serve you.

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MONTREAL, P.Q.



28 "Service" Branches Throughout
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, FEBRUARY 6, 1915.

No. 6

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Hangers That Sell More Hangers!



These simple "20th Century" round-track hangers appeal to the common sense of your farmer customers who open and close barn doors every day of their lives.

They don't need a brass band speech to tell them these hangers won't jump the track!! They can see the strong projecting, protecting lip.

The powerful one malleable piece, comprising frame and hood, holds up the largest, heaviest doors. That means a lot to a barn owner!!

"20th Century" Barn Door Hangers SMOOTH, QUIET-RUNNING

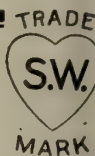
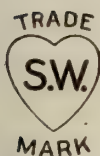
They just slip along on highly durable Roller Bearings—without a squeak or a catch. A slight impulse moves the door. They slide along like a sharp sled rail on slippery January ice—until the door is fully closed or open.



"20th Century" Track is easy to install—built in 2-foot sections. So crated you can shove 100 feet of Track under the counter, where it will be out of the way.



Mackenzie Bros., Winnipeg, Man.
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These sets are finished in Japan, Antique Copper, Dull Brass, or the Rust-Proof "Stanley" Sherardized finish.

A less expensive set, No. 1752, is also put up with 2½x2½ butts, and a No. 2 Spring. It is made of good materials and is fully equal to other sets on the market.

Send in your order for Stanley Screen Hardware, and be prepared for Spring business. Write us, if your jobber cannot supply you. See page 1.

A. MACFARLANE & CO.
Coristine Building, Montreal

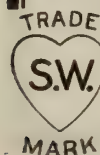
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NEW YORK

New Britain, Conn.

CHICAGO



HARDWARE^{AND} METAL

Vol. XX VII.

FEBRUARY 6, 1915

No. 6

Farmers Are Buying Goods

Signs of Healthy Conditions in Agricultural Communities—Experience of One Firm—Mail Order Houses Busy—High Prices for Farm Products—Deposits in Banks.

By HENRY LEWIS.

CARTER BROS., retail hardware merchants of Picton, Ont., conducted their annual "cash sale" during the three days of the Picton poultry show held last week, and with the same weather conditions prevailing the cash sales showed an increase of \$368 over the corresponding period of last year. When it is taken into consideration that Picton is a town of less than 5,000 population and that the business during the three days' sale was chiefly with agriculturists, the sales results are not only gratifying to Carter Bros., but are of special interest to other hardware merchants located in agricultural districts.

The splendid increase in sales, mentioned above, was largely the result of advertising in two local papers, window displays, and pushing seasonable goods. The results obtained help to strengthen the claim that there is plenty of money in the agricultural districts and that the farmers will spend the money if the retail hardwaremen will go hard after the business.

In many parts of Canada optimistic reports are being given out by the small town merchants; many of them claim that business is about normal. A few merchants state that since the beginning of the war they have pushed the sales end of their business harder than ever and as a result have shown very fair increases. The retail hardware merchant who is located in a good agricultural district, where the farmers have money and are getting high prices for their products should have no trouble whatever in boosting 1915 sales over those of 1914. His less fortunate brothers in the industrial centres will have to offset losses sustained through the curtailment of building operations, and outputs of some factories, but not so with the merchant who depends for business on the agriculturist.

Recent statistics show that the mail order houses are selling tremendous quantities of goods to farmers and residents of small towns located in agricultural districts. Some of the figures showing the mail order business of the past few months are astounding and if the total was announced would probably create a sensation in trade circles. All

getting in wrong. There is a large volume of country business being done at the present time and will continue to be done throughout the present year.

Nearly all authorities agree that the calamity of war will prove beneficial to the Canadian farmer and that rural populations will benefit.

On this central fact the welfare of the various classes that constitute a typical village community depends. There are storekeepers, professional men and others whose services are essential to a rural life. If these communities are healthy and prosperous there need be no fear for the remainder of Canada. The rural population—of the farm and the village or town—is the backbone of the Dominion and always will be. If all is well with this class there can be no real cause for alarm. Our climate is fairly reliable and if during the coming year the weather man sends us but normal weather the farmer will have as much produce to sell as he ever had and he will get more money for it.

Although we had war, financial paralysis and collapse during 1914, the rural districts of the Dominion were not affected except in well defined districts that were unfortunate in respect of the weather. Farmers got more for their produce than usual; they paid their debts as well or better than usual and look upon another year as having prospects for their material welfare better than those which faced them a year ago. The harvest of 1913 was bountiful but the price was low and it had a sobering effect. A check was given to buying un-necessaries. That year, as well as 1914, was characterized by the liquidation of much debt. At the close of the latter, the farmers were in the position of having economized, perforce, to a very large extent, for about two years during which they "nibbled" at their liability

(Continued on page 37.)

BUSINESS MORE THAN USUAL.

That business in country districts is good, for the hardware merchant who will go after it, is clearly shown in the results obtained by Carter Bros., hardware merchants, Picton, Ont., in a three days' sale recently conducted by them. In a recent letter to the Editor of Hardware and Metal, W. J. Carter, a member of the firm, said in part: "We are highly delighted over the results of a special cash sale put on during the three days of Picton's big Poultry Show last week. Our sales were \$368.00 greater than during the corresponding days of last year, with the same weather conditions prevailing. We credit the great success of the sale largely to advertising. In addition to three regular spaces in each local paper, we ran a number of locals calling attention to the sale." W. J. Carter is second vice-president, Ontario Retail Hardware and Stove Dealers' Association.

large concerns are now catering to the farmer and it is up to the retail merchant to secure a good share of the profitable business which is actually taking place.

The country town merchant who takes it for granted that business is bad, because some of the newspapers tell of unemployment, etc., in the big cities, is

Window Contest Prize Winners

Announcement of Eight Prize Winners in Hardware and Metal's Annual Christmas Window Display Contest—Two First Prizes go to Western Canada Firms — Quality of Displays Better Than Ever.

DESPITE the handicap imposed by climatic conditions and the far from satisfactory business conditions which prevailed at the latter part of last year, the Annual Christmas Window Contest of Hardware and Metal was in some respects better than ever. The number of photographs entered was not as large as last year in one class; this being accounted for by the fact that in many districts the windows were so frosted over that photographs were impossible. The quality of the displays entered was better than ever, however. The judges considered that the window awarded first prize in the contest for places over 5,000 was the finest hardware trim which had ever come to their attention, and the other prize winners came so close that the same high praise might almost be awarded to each one.

The judges of the contest were C. W. Conn, Tillsonburg, vice-president Ontario Retail Hardware and Stove Dealers' Association; Chas. E. Sreaton, To-

ronto, sales-manager H. S. Howland Sons & Co., Toronto; H. H. Black, Toronto, chairman of Executive Committee, Canadian Association of Display Men; T. B. Costain, managing editor MacLean publications, and former editor of Hardware and Metal.

The prizes are as follows: Places 5,000 and over—First prize, \$10; second prize, \$5; third prize, \$3; fourth prize, \$2. Towns under 5,000 — First prize, \$10; second prize, \$5; third prize, \$3; fourth prize, \$2. The prize winners are:

Places of 5,000 and over.—First prize, H. W. Parr, Sommerville Hardware Co., Edmonton; second prize, Chas. Byford, c/o the Bond Hardware Co., Guelph, Ont.; third prize, R. T. Thornhill, c/o P. Hymmen Co., Berlin, Ont.; fourth prize, Fred J. Mills, c/o Mills Hardware Co., Hamilton, Ont.

Places of 5,000 and under.—First prize, W. A. Evans, c/o D. Leckie, Kelowna, B.C.; second prize, John F. Bingham, c/o Binn's Hardware, Newmarket,

Ont.; third prize, Carter Bros., Picton, Ont.; fourth prize, A. L. Shields, Kincardine.

After going through the list of photographs entered, the judges were unanimously of the opinion that hardware store window trimming had reached a new stage in its development. As demonstrated in the best displays submitted, window trimming in hardware stores has become a business in itself, a science, even an art. It is doubtful from a truly artistic standpoint, if the largest departmental stores with their high salaried and trained window trimmers have even shown anything better than the prize winning trims in Hardware and Metal's contest.

The judging in the contest for places over 5,000 proved an arduous task. The judges worked by a process of elimination, gradually narrowing the contest down until the four best had been selected. Arranging these four in the order in which the prizes were to be



Window display that took first prize in Hardware and Metal's Annual Christmas Window Display Contest for places over 5,000. The display was arranged by Harold W. Parr, for the Sommerville Hardware Co., Edmonton, Alta. In a letter to Hardware and Metal, Mr. Parr stated as follows: "The background of this window was made of beaver-board, 7 ft. x 4 ft., finished in marble effect with an air brush, but not discernible in the picture. The balls at the top are gold, also the cone points where each section joins. The mouldings are also gold. The three panels are made of white felt (centre) and yellow silk, puffed. The two outer panels have a bunch of pink roses and green fern. The lights in each section are amber glass, the fixtures of the brass fitted cage type. The centre of the window is used for displaying cut glass and silverware on purple plush. On either side are brass goods, casseroles, trays, reading lamps, etc., displayed on white sateen, puffed. The two large show cards are of gold mat board, the one on the left a lattice effect with pink roses. The two show cards at the top are on grey mat board to match the marble effect on background."



Window display that took first prize in Hardware and Metal's Annual Christmas Window Display Contest in towns of under 5,000. The display was arranged by W. A. Evans for D. Leckie, hardware merchant, Kelowna, B.C. In a letter to Hardware and Metal, Mr. Evans stated as follows: "The background of this window was constructed of beaver-board, tinted with terra-cotta flat wall paint, paneled with pleated cheese cloth, drawn together at the bottom to resemble curtains. The tops of the curtains are trimmed with Oregon grape leaves, the border above being filled in with sprays of poinsettia vines. Show cards are attached to the draped cheese cloth. Cards are trimmed with sprigs of Oregon grape. The raised ledge along the back and side of the window, also the floor are covered with red cloth which shows the goods to advantage. On the ledge such lines as carvers, table cutlery, cut glass, etc., are displayed. On the main floor the goods shown include lamps, carvers, trays, child's sets, vacuum bottles, alarm clocks, crumb trays and brushes, scissors, pocket and table cutlery, electric irons, etc. The stands are used for showing different kinds of cut glass."

awarded then became an even more difficult test. It was pretty generally conceded at the start, however, that the window of the Somerville Hardware Co., Edmonton, trimmed by Mr. Parr, was first choice. Mr. Parr had entered into decorative effects on a wider scale than perhaps had ever been attempted before. The background was artistic, striking and exceptionally well balanced. The goods shown were thoroughly in keeping with the decorative effect. Mr. Parr had aimed to attract the very best trade with this display and had arranged his background and had selected the stock with this in view.

The window of the Bond Hardware Co., trimmed by Mr. Byford, was a good second. Mr. Byford had the advantage of an exceptionally large window. The lack of a permanent background had been overcome by building in an elaborate background of beaver board with marbled pillars surmounted by large electric light globes. Mr. Byford showed a splendid selection of goods and his arrangement of the stock was perfection. The decision between these two windows for first place was made largely on the point of originality. Mr. Parr had an effect that was practically new. It would compel attention even more surely

than the technically perfect and comprehensive display of Mr. Byford.

The third place went to the P. Hymmen Co. of Berlin, R. H. Thornhill, win-



Chas. E. Screaton, on left; C. W. Conn, on right. Two of the Judges in Hardware and Metal's contest.

dow trimmer, and fourth place to the Mills Hardware Co. of Hamilton, the display in the latter case being arranged by Fred Mills. The window of the Mills Hardware Co. was more "stocky" than any of the other prize winners, containing a larger variety of goods. The Mills window was technically perfect in point of arrangement, but the decorative effect and general arrangement were along standard lines. The third prize winner showed considerable originality although some imperfect details in arrangement and workmanship detracted from the general effect.

Taking them all in all, these four windows were as fine as anything which could be devised; and it is fair to say in justice to the other contestants that there were a half dozen other displays which fell only a little bit short of the standard set by the four prize winners. This is particularly the case with the display of the J. H. Ashdown Hardware Co., Winnipeg, C. H. Smith, window trimmer. This display was ranked fifth and was considered closely by the judges for one of the prizes.

The windows entered in the second contest for places under 5,000 were equally creditable, considering the facilities which the trimmers had in most

(Continued on page 42.)

Hardware Meetings at Toronto

Program Announced for Tenth Annual Convention of the Ontario Retail Hardware and Stove Dealers' Association—C.H.M.E.A. Will Also Hold Convention—Important Questions to be Discussed

THE official program for the 10th Annual Convention of the Ontario Retail Hardware and Store Dealers' Association has been issued and appears in the accompanying panel. The Convention, as announced on several occasions in previous issues of this paper will be held at the King Edward Hotel, Toronto, on Feb. 24 and 25.

The Retail Association was organized in April, 1906, with the object of discussing matters of interest to retail hardware merchants. The first three conventions were purely educational, but several hardware manufacturers expressing a desire to make educational

business programme has been arranged, and retailers are promised by President Macpherson that this year's convention will be a business gathering from start to finish. The talk on "Hardware Buying," Mr. Macpherson says, ought to be worth from \$10 to \$100 for any dealer to hear.

Close Meetings.

During the past few years some of the retailers' meetings which were supposed to be for members only have been more or less open meetings, to which persons who were not members of the Association secured admittance. At the coming convention the meetings for retailers will be for members of the Association only. No outsiders will be admitted. Only two exceptions will be made, and these in the cases of representatives of the two Canadian hardware trade papers.

There will, of course, be two open meetings to which the entire trade, including members of the Exhibitors' Association, will be welcomed.

The close meetings will be devoted largely to discussing questions of importance to the retailers. It is intended to devote considerable time to questions pertaining to the buying of hardware. Prices quoted by various firms will be compared and the members hope that in this way they will be of inestimable value to each other. Quantity buying is also another feature to be taken up. It appears that at the present time, in certain sections of the country, two or three or more buyers club together and buy large orders of certain lines in order to secure quantity discounts. Members of the Executive of the Association will tell of instances where the plan has been tried out. Sources of supplies will also come in for considerable discussion.

The officers of the association feel that these questions along with others on the program will create a lively interest in the meetings.

The proposed affiliation with the Retail Merchants' Association will also be discussed and members will probably be asked to vote for or against affiliation. There is a feeling amongst the members that the question should be decided at the forthcoming convention.

The Workmen's Compensation Act, about which many complaints have been made by retailers, will also be discussed

at considerable length. The tariff should also bring forth considerable comment.

The Question Box.

The officers state that the Question Box Session at the coming Convention will be a real live one. The Session at Ottawa was very disappointing and the management of the discussion this year will be along entirely different lines from those in vogue at last convention.

One of the chief advantages of a retail association is that it affords members an opportunity to get together and exchange ideas. No merchant can attend a gathering of men engaged in the same business as himself without ac-



W. F. MacPHERSON,

Prescott, Ont., President Ontario Hardware and Stove Dealers' Association. The Association will hold a two-day convention in Toronto on Feb. 24 and 25.

displays of goods, exhibitions have been held for six years, and at Ottawa last February entertainment took precedence over educational discussions.

The war in Europe having prevented the securing of the Armories for the proposed Hardware Exhibition at London, the executive officers of the Retail Hardware Association decided to hold a purely business convention at Toronto, the most central point available, and special railway and hotel rates have been secured.

A short two-day convention with a



ADAM TAYLOR,

of the Taylor Forbes Co., Guelph, Ont., President Canadian Hardware Manufacturers' Exhibitors' Association. The Association will hold a convention at Toronto on Feb. 24 and 25, and will tender a complimentary dinner to the Retailers' Association on the evening of Wednesday, Feb. 24.

quiring knowledge and ideas from those he comes in contact with; knowledge which he can afterwards apply in the management of his own business with profit to himself.

This is the most practical side of association conventions. Recognition of the value of this phase of the work has resulted in the arrangement of "Question Box" sessions.

For the benefit of merchants who have never attended a convention, it may be explained that previous to the opening of a Question Box session, the members write down on slips of paper any questions which they would like discussed. These are put in a box and when the meeting starts, are drawn out one by one. Each question drawn out is discussed by the meeting at large. With many men of wide practical experience taking part in the debates, it follows that considerable light was thrown on each subject introduced. Questions are threshed out from every standpoint and the opinions given are backed up by the sound business experience of the speakers.

In view of the many important events that have transpired during the past few months it is highly important that the retailers get together and discuss all problems of interest to the trade.

The Manufacturers.

The Canadian Hardware Manufacturers' Exhibitors' Association will also hold a convention at Toronto on the same dates as the Retailers' Convention. The headquarters of the Manufacturers' will be at the Queen's Hotel

The business meeting of the association will be held on Wednesday afternoon at two o'clock. On Wednesday evening at 6 P.M. the C.H.M.E.A. will entertain the Ontario Retail Hardware and Stove Dealers' Association at dinner. It is intended to secure a prominent speaker for this evening.

The distribution of advertising souvenirs by members of the Manufacturers' Association will be permitted if any of the members wish to undertake anything of this kind.

Hotel Rates, Etc., at Toronto.

Those who intend coming to Toronto to attend the convention are requested to ask for a Convention Certificate when buying railway ticket. Tickets are good coming Feb. 20 to 26, returning to March 2.

Although the Ontario Legislature will be in Session during the Convention there will be ample accommodation in Toronto hotels. Those attending the Convention should make reservations direct with hotel preferred. A few of Toronto hotels with rates are:—

Hotel.	Plan.	Room with Bath.	Room without Bath.
King Edward	European	One person ....\$2.50 Two persons ....\$4.00	One person ....\$1.50 Two persons ....\$2.50
Queen's	American	\$4.00 and up	\$3.00 and up
Prince George	American	\$3.50 and up	\$3.00 and up
Walker House	American	\$3.00 and up	\$2.50 and up
Carls Rite	American	\$3.00 and up	\$2.50 and up
Mossop's	European	(One) .....\$2.00 (Two) .....\$3.50	(One) .....\$1.50 (Two) .....\$2.50
Iroquois	American	\$2.50 and up	\$2.00 and up
Palmer	European	\$1.50 and up	\$1.00 and up

Tenth Annual Convention Program of O. R. H. & S. D. A.

Wednesday, Feb. 24.

9 A.M.: Registration of members and distribution of badges in convention offices, second floor King Edward Hotel.

10 A.M.: Opening Session of Convention in banquet hall, King Edward Hotel. Representatives of the Canadian Hardware Manufacturers' Exhibitors' and Retail Merchants' Association are invited to attend this meeting.

2 P.M.: Members meeting—Retailers only, in banquet hall, King Edward Hotel. A heart to heart discussion on the buying of hardware, comparison of prices paid, etc., led by President Macpherson. (It is planned to make this meeting the most interesting in the history of the Association, and it should be worth many dollars for any dealer to attend.)

6 P.M.: Complimentary dinner (informal dress) tendered to the members of the Retail Hardware Association by the Canadian Hardware Manufacturers' Exhibitors' Association (Adam Taylor, Guelph, President), followed by program of entertainment.

THURSDAY, FEB. 25.

9 A.M.: Business Session in banquet hall, King Edward Hotel. Committee reports, discussion on proposed affiliation with Retail Merchants' Association, consideration of Workmen's Compensation Act, election of officers for 1915, etc.

2 P.M.: Members' Meeting—Retailers only, banquet hall, question box discussion and continuation of Talks on hardware buying begun on Wednesday afternoon.

8 P.M.: Question Box discussion or theatre party as decided by members in attendance.

FARMERS ARE BUYING GOODS.

(Continued from page 33.)

which now forms a smaller ratio of the wealth they now possess. Since the declaration of war still greater care and economy has been exercised. Under the circumstances it is no wonder complaint with regard to the way in which their liabilities have been taken care of is of rare occurrence.

What has been said applies to Canada, taken as a whole. In the West the conditions, generally, have not been quite as favorable as in other portions. The crop failed in limited districts so completely as to necessitate the action of the Government on behalf of the suffering farmers.

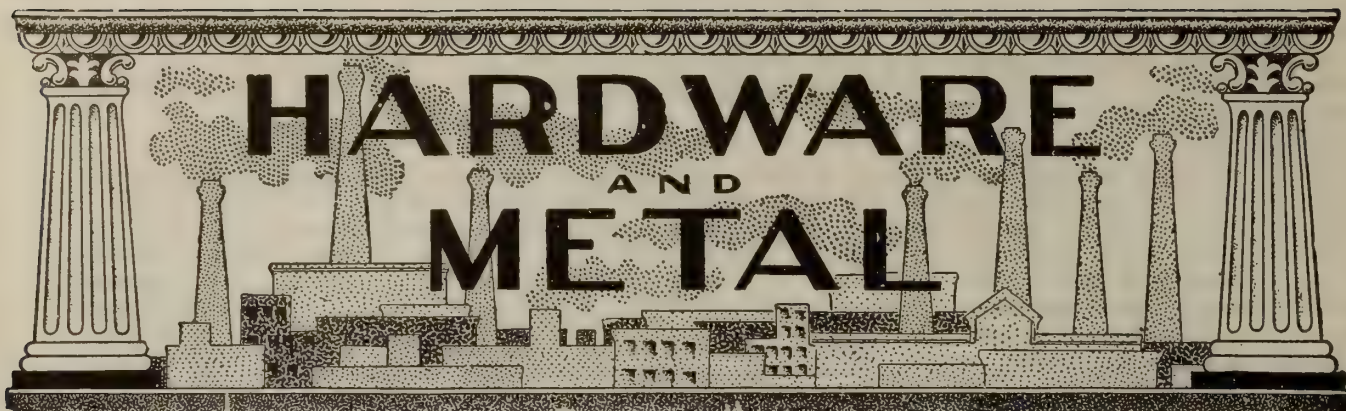
Speaking generally, however, the farmers have been economical now for two years; they have paid off much of their liability and their wealth is greater than ever. This attitude has resulted in quieter business for the tradesmen and in general trade contraction. But we cannot attribute to the farmer responsibility for all our trade contraction. By far the greater proportion is due to the cessation of large capital expenditures in the form of railway building and other large enterprises. That part of

our domestic trade which originates and is sustained as a rule by the farmer is the steadiest and the most reliable. The wants of the rural consumer constituted the most normal element in trade during last year and his wants during the ensuing year will be, if present prospects hold, larger than usual and will result in setting in motion some of the present idle wheels of industry.

At no time have the chances of higher prices for every kind of farm product been better. It is all very well to talk of prospects but what are the foundations of our belief in this? It is patent to everyone that millions of men usually employed in producing more than they consume are now engaged in destroying much and consuming more than usual. This will create a great void for the very products for which Canadian soil is best fitted to produce and at no time in Canadian history has the producer been better equipped to produce. Not only is the market in Europe offering greater demands than usual but the gates are open wide to a market on this continent. The United States is taking our produce to a greater extent every year.

As our business depends fundamentally upon the farmer we have no reason to be gloomy with respect to the future. Facts tell us, beyond question, that for our produce during the past year we have received more than usual and the prospect is that, for a very much larger production, during the current year the farmers will obtain more than they did in the past year. If there is any real

(Continued on page 52.)



IRISH PAPERS are making a great deal of a suggestion, that glass making, which once flourished in Ireland, might be revived with advantage at the present time.

IT IS CLAIMED that orders placed in Canada so far for shrapnel, amount to thirty million dollars. This industry is of very recent birth in Canada and some firms are turning out shells at the rate of 1,000 each week.

IT IS EXPECTED that the budget speech will be delivered on Feb. 9. It will be awaited with interest by all branches of the hardware trade. For some weeks past there has been considerable speculation as to what changes would take effect and some buying in anticipation of changes has taken place.

THE AFFAIRS IN hand include the providing of military forces, the insuring of a food output for the allies, the financing of a large deficit and an unusual monetary demand. That the financial problem will receive prompt attention is assured by the promise of the budget by Tuesday next.

IT IS HIGHLY important that there should be a large attendance at the Convention of the Ontario Retail Hardware and Stove Dealers' Association at Toronto, this month. The ability of the association to cope with the problems which arise in the retail hardware trade depends on the membership. If a larger number of hardware merchants can be brought into the fold, the influence of the association will be broadened accordingly and the possibilities of doing work of real practical value to the members and to the trade at large will be heightened. There is great need for an increased membership.

H. W. HUTCHINSON, one of the directors of the Dominion Bank, who came from Winnipeg to Toronto, to attend the annual meeting says that up to the 1st of November collections in the West were excellent, but since that time they fell off. At the end of the year, that is on December 30th, the liabilities in the West were considerably less proportionately than they were at the end of the previous year. Mr. Hutchinson ascribes this condition not so much to volume of payments made but to greater economy exercised by the people generally and to the general attitude in not assuming liabilities. If the people continue to be careful, as they are at the

present time, conditions in the West will very soon right themselves. The country is alright, says Mr. Hutchinson. Present economy and frugal living is laying the foundation for greater buying power.

The Metal Markets

NEARLY all quotations on metals have advanced considerably during the past week, in fact the advances appear to be a great deal more than actual conditions warrant. In Canadian markets trade in metals is exceedingly quiet and advances have all been caused by foreign advances. Stocks in Canada are light, and the demand is also light. The belief is expressed in many quarters that present prices are high considering present conditions and lower prices are wanted. The American Metal Market in commenting editorially on the extraordinary London metal market states that the foreign advance in every metal except pig lead continues, and is most uncanny since it has taken place during a time when American trade outside of export orders has been disappointing and showing very few signs of recovery.

No less an authority than E. T. Stotesbury, of J. P. Morgan & Company, in an address said this week that he hesitated to speak lest his remarks be distorted. Nevertheless, he declared emphatically that the whole business world was out of gear and that he saw no hope for the near future. "I have heard so much of business looking up" he said, "but how can it do otherwise when it is lying on its back. I wish I could say that the prospect was favorable. The fact is that corporations with which I am connected are not doing more than 30 per cent. of their normal business. One corporation with which I am connected this past week reduced its dividend from 7 per cent. to 5 per cent., and the outlook for the business of that corporation is not encouraging. Take Baldwins, for instance; ordinarily we employ about 17,500 men. We have not now more than 4,000 men at work." Mr. Stotesbury's remarks seemed to accord quite closely with the showing made by the quarterly statement of the Steel Corporation on Tuesday.

And yet in the past four weeks remarkable advances have taken place in the London metal market:

Do American conditions cut no figure in these times? It would seem so, or is it that excited war mentality has carried the foreign operators, for the present, away from all sound and conservative views and operations. The pace, we consider, is too rapid

to hold, unless a great change is to come over this country, or the war to come to a sudden end and with it the boom that might then be expected.

The Metric System

MOST countries throughout the world with the exception of Great Britain, her colonies and the United States, have adopted the metric system, and at the present time when Canada is endeavoring to increase her trade with foreign countries, it is being urged in some quarters that Canada should take up the question of adopting the metric system. It is claimed that if we adopt the system we will find it just as superior to the one in present use as dollars and cents are superior to pounds, shillings and pence. One writer in advocating the adoption of the metric system says:

"The metric system has been described as 'in design the greatest invention of human ingenuity since that of printing.' The units of length—the meter—divides by tens (like the dollar) into tenths and hundredths. The 'meter' (unit of length) divides into the centimeter and millimeter (like the cents and mills of our coinage). The decimal part of a meter—'decimeter'—is about a 'hand' or four inches. The decimeter cube is a unit of volume. That volume of water gives the unit of weight. Six numeral prefixes and five names give all metric tables of weight and measure, which can be formed by any one. Each term is a definition, and the prefix indicates the numerical value. A simpler scheme could not be devised. The essentials of the metric system can be learned in a few minutes. Workmen can take up its use almost without instruction, in fact in metric countries the people need practically no formal instructions in the system. In contrast with the extreme ease with which the metric system may be learned is the fact that no living American can repeat the tables of weights and measures used in this country."

Business Re-organizing

ACCORDING to The Financial Post some of Canada's industrial institutions have felt the pulse of easier money. From the centres of wealth in the United States enquiries are being made with a view to the investment of money. The bears of some years on the south side of the line now see for the next few years a period of prosperity. They base their hopes upon the abundance of easy money. This they believe will stimulate industry. That easier money is finding its way into Canada. Already it has sought somewhat vigorously our high-class securities, and now it is looking for employment in other lines where the returns are higher. The evidence of this movement is not yet very pronounced, but it is to be found.

All the reports of the financial organizations are of a very optimistic character. Bank presidents and directors are especially so. There is more activity in the stock markets, and security houses are more optimistic generally. Many industries are beginning to take back their men. A pedlar of tea, from house to house, who has a good reputation, says he did a good business in January because many of his customers were getting back to work. Unquestionably the business of the country is being reorganized, and for that purpose "our house has been set in order."

Stocks in wholesale houses are lower, and those

in retail stores also. At some of the largest jobbing centres stocks are said to be only 50 per cent. of normal. This condition cannot remain as it is. Meanwhile the people are continuing to avoid incurring liability, and have very appreciably lowered that which accumulated during the years of abnormal expansion.

We can look forward, therefore, to a steady improvement, which will become quicker as a new crop season approaches. For the moment uncertainty as to tariff is acting as a deterrent to business, and is the cause of some speculative buying of commodities.

Moisture Aplenty in the West

ATRIP through the Canadian West at the present—as was made recently by a Hardware and Metal representative—is not the disheartening experience that some people seem inclined to think. There is no pretence that business is as brisk as it has been in some past years, but there is also no feeling that the country is in for any permanent setback. It seems, moreover, the spirit of confidence is based upon careful investigation.

At this season of the year there is always a great deal of speculation as to the crop. Moreover, conjectures as to this are usually very favorable. It is only during the summer that any real set-backs are admitted. In the present case, however, things are somewhat different. More than ever manufacturers and wholesalers are anxious to get at the exact facts, for upon next year's crop a great deal depends. It is quite possible, of course, that there will be poor districts in 1915, but from what can be learned, there seems no possible reason to expect that over the whole West the yield will not be greater by a good many thousand bushels than it was during 1914.

All who are watching the West will remember that south-western Saskatchewan and southern Alberta had exceedingly poor crops last year. There were sections in this district where farmers did not take the trouble to thrash. There was not enough grain to make this worth while. This most unfortunate result came unexpectedly—after the crops had got a good start. Up probably to the middle of July everything was in fine shape, but then the ground was completely burned out.

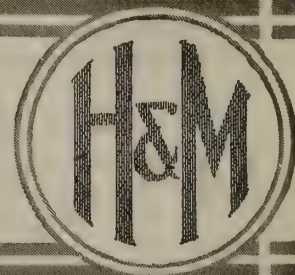
That such a state of affairs should occur in this belt during 1915 seems practically incredible. Up to date conditions have been very satisfactory. There were exceedingly heavy rains in October, and now the snow has covered the ground—it has melted into the ground and covered the ground again. Experts state that there is seven feet of moisture in the land in this district. Talking with a farmer who has 2½ sections of land in this belt, and who last year reaped a crop of only 2,000 bushels, the statement made that whether there are any rains or not up to the middle of June the crops will be all right. It hardly seems reasonable that further moisture will not be secured during the course of the spring.

In the Western cities, where so much depends upon the coming crop, the feeling is one of confidence. All admit the possibility of failures in certain districts, but there have not for years been better prospects of a good general yield than at the present time. One going through the country sees on every hand that more land than usual is prepared for the crop, and it is very evident that the moisture is in the land in satisfactory quantities.



Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Fire Losses.

Bracebridge, Ont.—The large hardware store of Geo. W. Ecclestone was gutted by fire.

Parkhill, Ont.—The hardware store and stock of J. B. Lindsay was destroyed by fire.

Enters Firm.

Markdale, Ont.—W. S. Perkins, hardware merchant, has taken Well Man as a partner in the business.

Increase Capital.

Notice has been given that the capital stock of Benjamin Moore & Co. has been increased from \$80,000 to \$160,000.

Obituary.

The death occurred at Montreal recently of William Almour, who for many years was associated with the hardware firm of W. & C. Brewster.

New Firms.

Winnipeg Beach, Man.—W. J. Wood, hardware and implements has opened a branch at Arnaud.

Sherbrooke, Que.—The B. & L. Manufacturing Co. have started business here, handling automobile lubricants and supplies.

Toronto Show-Room.

The Dominion Register Co., Ltd., manufacturers of the McCaskey Account systems and counter check books have opened a show room and sales office in the Stevenson Bldg., cor. Church and Lombard Sts., Toronto.

Catalogues Wanted.

Hardware and Metal has received a letter from Geo. W. Ecclestone, whose big hardware store at Bracebridge, Ont., was totally destroyed by fire, requesting that the trade send him catalogues and price lists of hardware lines. The fire destroyed cabinet and catalogues completely.

A Presentation.

Winnipeg, Man.—On Wednesday evening some of the members of the J. H. Ashdown staff went to the home of Mr. and Mrs. Richard Thomas, Charles street, and arranged a real surprise party. Mr. Thomas, who has been connected with the firm for nearly twenty years past is severing his connection. A collection was taken up and Mr.

Thomas was presented with a very handsome gold watch. A very pleasant evening was spent.

Joined Firm.

Orillia, Ont.—The Orillia Hardware Co. recently announced that W. B. Wright and D. W. Elder had become members of the firm, which in future will be known as the Orillia Hardware Co., Ltd. Mr. Mullett will still retain his interest in the firm.

Death of J. W. Allen.

The death took place at Aylmer, Ont., of James Allen, in his 72nd year. Mr. Allen was one of Aylmer's oldest and most respected business men, having been engaged in the hardware and tin-smithing business, under the firm name of Wright & Allen, for the past forty years. It was the oldest business firm in Aylmer.

Deceased was a Conservative in politics and a Methodist in denomination. He was a member of Aylmer Lodge No. 94, I.O.O.F., and Aylmer Encampment No. 42.

The late Mr. Allen is survived by his widow, two sons and one daughter,

Factory Not Damaged.

A fire which broke out in the Manitoba Anchor Wire Fence Co., Ltd., corner Henry and Beacon Streets, Winnipeg, Tuesday night, caused damage, which Mr. McKay, the manager, has roughly estimated at \$3,000. The factory fortunately is not hurt in the least, but water caused some damage in the warehouse, and both fire and water practically destroyed the office fixtures. The loss is entirely covered by insurance. It is expected that the work of repairing the office can be commenced before the end of the week. Coming at this season, the fire will not have had as bad an effect in interfering with work as would have been the case had it occurred in spring.

Western Notes.

I. G. Crossley of Softecoat, Sask., spent several days in Winnipeg this week.

Thos. Cadham, buyer for J. L. Cadham of Portage La Prairie, was in Winnipeg during the week on business.

Winnipeg wholesale houses are now engaged in their annual curling competi-

tion for the cup offered by the Steele Company of Canada. Six rinks are entered, representing the James Robertson Co., Merrick-Anderson Co., J. H. Ashdown Hardware Co., Marshall Wells, Miller-Morse Hardware Co., and Wood Vallance.

The store of McElhone & Kelly of Gadsby, Alta., was completely destroyed by fire Monday of last week. Just how the fire started is not known. Mr. Parkinson of the Miller-Morse Hardware Company's travelling staff, was engaged in taking the usual spring order when the blaze was first noticed. While he and all the others in the store had time to get out, the order form on which items were being listed, and other stationery carried by Mr. Parkinson, was destroyed. It is understood the loss is fully covered by insurance and the firm is taking steps to continue business with as little delay as possible. New stock is now on order.

J. L. S. Hutchinson of the Saskatoon Hardware Co. was among those visiting Winnipeg this week. Geo. German of Tugaskie, Sask., and C. H. McLeod of Marango were also in the city.

Ontario Incorporations.

F. T. Hill & Co., Ltd., capitalized at \$150,000, head office, Markdale, to carry on a wholesale and retail business in groceries, dry goods, hardware, plumbing, heating, steam-fitting, roofing and sheet metal business, and to purchase the businesses heretofore carried on at Markdale, Tara, Orangeville, Alliston and Highgate, under the name of Hill & Co.

The Orillia Hardware Co., Ltd., capitalized at \$40,000, head office, Orillia, Ont., constituting S. L. Mullett, C. E. Mullett, D. W. Elder, Jr., W. B. Wright, D. W. Elder, Sr., to deal and sell in hardware, stoves, electrical goods, etc.

The Globe Graphite Mining and Refining Co., capitalized at \$500,000, head office, Port Elmsley, Ont.

News From St. John, N.B.

St. John, N.B., Jan. 30.—A novel and patriotic way was adopted by the hardware firm of T. McAvity & Sons, on Thursday of this week, to open their handsome new show rooms in King street, when they gave them over to the ladies of De Monts Chapter, Daughters

of the Empire for the holding of a tea and sale in aid of the Canadian Patriotic Fund. The new rooms up to recently were formerly a separate store occupied by another firm, but since being taken over by the McAvity firm have been made into bright, up-to-date quarters equipped on a plan not excelled in eastern Canada and equalled by few hardware stores in the Dominion. Modern lighting and store fixtures are a feature of the new show rooms which were a centre of attraction this week because of the formal opening the way described.

Messrs. McAvity were most generous in their aid to the ladies. In addition to giving over their handsome new display rooms, the firm provided an orchestra, decorations and other essentials. The orchestra was ensconced in the big new windows facing on King street which were attractively decorated with flags, the colors of the Allies being nicely arranged, cut flowers, and palms. All through the show rooms were flags, bunting and flowers, with the different booths and tables prettily located. A large crowd of citizens had tea in the rooms and the event was most successful in every way. The ladies of the chapter expressed their hearty gratitude to Messrs. McAvity for their kindness.

A Unique Window Display.

One of the most unique and original window displays seen in St. John for some time was that presented in the store of W. H. Thorne & Co. Ltd., this week, showing a miniature warship, "H.M.S. Lafalot," fully equipped for action on the deep. The "warship" was built entirely of various articles of every day use in the hardware trade. Her plates were three saws of the cross-cut type arranged with teeth downwards, one atop of the other, and presenting a formidable appearance. The prow was a bright and shining nozzle of of a coal-hod (galvanized); the decks were a covering of small sheets of tin. Galvanized wash basins built up on round bake pans formed the turrets, and protruding from the fierce-looking craft were "fish-horns" representing so many guns. Mounted forward was a fearsome looking gun, made of a cylinder phonograph record, with "cookee-cutters" as side-wheels on its carriage. A mouse-trap of the familiar wood and wire type, a wire "toaster," coils of wire, and an assortment of other articles entered into the upper rigging of the craft which attracted much attention from passers-by and which was the source of many compliments for the clever work in its designing.

Complimentary Dinner.

A complimentary dinner was this week tendered by the officers of the

3rd regt. C.A., to Major T. Malcolm McAvity, formerly of the staff of T. McAvity & Sons, in honor of his appointment to the important position of brigade major of the eastern divisional infantry brigade, with headquarters at Quebec. He has been a major in the 26th battalion for overseas service since its muster in St. John, and his appointment to the higher office was a mark of recognition of his ability as a soldier.



LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial endorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

Editor Hardware and Metal,
Toronto, Canada.

Some weeks ago you published a number of letters re settlement of accounts with English firms. We have attached a letter which we have just received from our principals in England and ask you to kindly publish same.

Manufacturers' Agent.

The letter reads as follows:—

8th Jan., 1915.

Bill July 31st, 90 days, £13.1.3. We are in receipt of your postcards of December 15th, and 23rd, and also note H——'s own letter of the 18th, which you send us. We note the complaint is that the goods arrived late, and realize that, as usual, he puts all the blame on to us. You will realize that this is grossly unfair: the goods were despatched within a reasonable time of receipt of the order, and had it not been for the war, over which we have no control, they would have been delivered to him in proper season. How the manufacturer can be expected to bear all these troubles passes our comprehension. We note that he coolly ask us to extend the bill until 90 days after March 1st, next, and that in the meantime he has left the goods in the Bonded Warehouse, piling up expenses. We hope you will at once take the matter up energetically, and get him to clear the goods, and, although it is not our fault, we will meet him by extending his bill to 90 days from December 18th, which is the date when he received the goods. Of course, any expenses incurred through his leaving the goods in the warehouse must be paid by him. Kindly let us know as soon as possible how the matter stands. As soon as it is paid we can credit you with commission.

These sickening occurrences almost make one determined never to do any more foreign trade at all, as we are absolutely in the hands of our customers, if they like to act unscrupulously.

Yours truly,

_____, Limited.

HARDWARE LETTER BOX



Split Pulleys.

J. L. Demers, Thetford Mines, Que.—Desires to know where cast iron split pulleys can be secured.

Williams & Wilson, St. James Street, agents for American Split Pulley Co.; The Canadian Fairbanks-Morse Co., Limited, Montreal and Toronto; The Dodge Mfg. Co., Limited, Toronto, Ont.; Positive Clutch & Pulley Works, Aurora, Ont.; Elmira Transmission & Machinery Co., Elmira, Ont.—Editor.

Pressure Water Systems.

The Loughheed Hardware Company, Loughheed, Alta.—Kindly give us the names of firms who handle pressure water systems for country houses.

J. H. Ashdown Hardware Co., Winnipeg, Man.; the General Machinery Co., Ltd., Toronto, Ont.; National Equipment Co., Toronto, Ont.; Empire Mfg. Co., London, Ont.—Ed.

Leather Belts and Sheathes.

A. M. Bell & Co., Ltd., Halifax, N.S.—Can you give us the names of makers of leather belts and sheathes?

Mackenzie Bros., Winnipeg, Man.; Beardmore Belting Co., Toronto, Ont.; J. L. Goodhue & Co., Limited, Toronto, Ont.; D. K. MacLaren, Limited, Montreal, Que.; J. D. McArthur & Co., Brockville, Ont.; the J. C. McLaren Belting Co., Limited, Montreal, Que.; Sadler & Howarth, Montreal, Que.; Dominion Belting Co., Hamilton.—Ed.

Reed Chairs and Motor Boat Tops.

The Keewatin Hardware Co., Keewatin, Ont.—Kindly give us the names of firms manufacturing reed chairs for motor boats and motor boat tops.

The following firms manufacture reed chairs:—Canada Furniture Mfgs., Limited, Woodstock, Ont.; Gendron Mfg. Co., Ltd., Toronto, Ont.; Imperial Rattan Co., Ltd., Stratford, Ont.; H. & F. Giddings & Co., Granby, Que.

Re motor boat tops, any of the firms mentioned below can supply you:—Auto Top and Supply Co., Limited, Winnipeg, Man.; Conboy Carriage Co., Ltd., Toronto, Ont.; Cutten & Foster, Toronto, Ont.—Ed.



Owen Sound merchants have instituted a campaign against the mail order houses and by a system of close prices and newspaper advertising are trying to convince the people of the folly of sending their money out of town.

Practical Problems for Sheet Metal Workers

Article No. 16 of Series

By Chas. Seivers

IN this issue we are taking up problems more of a mechanical nature.

Most of the articles previously published have been of an educational, or geometrical nature, and while there are several ways to develop elbow patterns, the methods shown here will be found to be about as simple as possible, and are adopted in a great many tinshops at the present time.

In Fig. 1 is shown a right angled 2-piece or 90 degree elbow and Fig. 2 an angle or 45 degree elbow of two pieces. The development of each is done by adopting practically the same method.

Having drawn a side view of the elbow Fig. 1 and obtained the cutting or mitre line, the developing of the pattern can be gone on with. At one end as shown, draw a half circle of the diameter of the pipe and divide into a number of equal parts as shown by 1, 2, 3, 4, 5, 6, 7, 8, 9. Through these divisions draw lines parallel to the sides, cutting the mitre line B-D. To mark off pattern, draw two parallel lines as A-A and X-X. At one end draw a line at right angles connecting them, as A-X. From this point mark off the spaces on section or half circle at end of side view,

repeating to make circumference complete, draw lines connecting the different points extending them past X-X. From A-C on side mark off a space equal to the distance apart of the two lines A-X on pattern, as shown by X-X on side view, this line will be used as a point from which to obtain the different lengths. With the compasses or dividers, measure the distance from the line X-X to mitre or cutting line D, and mark off from X on line A-X of pattern, this line corresponds or is the same as division numbered 9. Then measure from the line X-X to D-B on each of the other divisions and mark off in divisions on pattern marked with same number. A line drawn through the points thus obtained will give the outline of the pattern required. The angle elbow shown in Fig. 2 is worked out in the same manner, and requires no further explanation. The dotted lines shown in section in Fig. 1 from the diameter, as shown by the line 5-13, now draw a radius at right angles as shown by the line to point 9 and draw a line connecting two of the points on the circle, thus obtained, as 9 and 13. Bisect the line 9-13 and from the point obtained

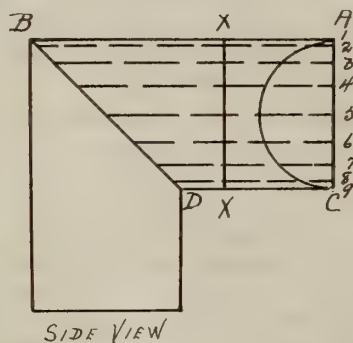
draw a line to end of diameter at point 5, the distance from point 5 to X is equal to one-quarter of the circumference.

PRIZE WINNERS.

(Continued from page 35.)

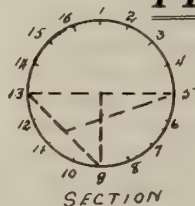
cases. The space at the disposal of the trimmer was smaller in practically all cases, but exceptionally good use was made of it. The selection here again proved difficult, but the judges finally arranged the prize winners in the order named. Here again the decisions were reached upon two points: the power of the display to attract the attention of the passer-by through its originality or attractiveness and, more important still, its selling power after attention had been gained. On these counts the first prize was awarded unanimously. In connection with the second prize winner, it was difficult to appraise the display at its proper value, as the photograph submitted was not clear. It was apparent, however, that the display had consisted of a splendid variety of goods ranged in a typical Christmas setting. The third prize winner was a well-arranged display. The background in this case had been arranged with particular skill.

PLATE 16

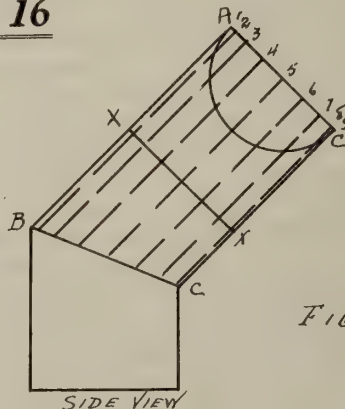


SIDE VIEW

FIG. 1.

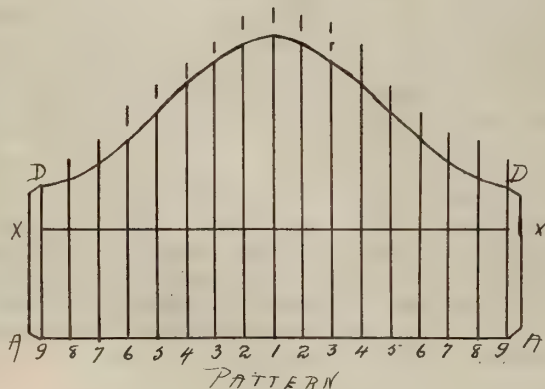


SECTION



SIDE VIEW

FIG. 2.



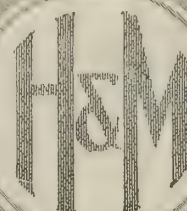
PATTERN



PATTERN



Junior Clerk's Page



HONESTY WITH TIME.

WE are all familiar with a certain class of employees, who, while they are honest with respect to cash transactions, sort of cut the corners in giving time to their employers. These people are often the ones who complain of lack of opportunity, and of the "pull" which some other fellow has, which, according to their idea, secures promotion and favor.

While there is, perhaps, a vast difference between taking an employer's cash and not delivering the full number of hours for which he pays, there would seem to be quite a direct relationship between the two, and if one is dishonest the other evidently leans considerably that way.

Let us suppose that you are a clerk and that your employer pays you eighteen dollars per week of fifty hours. If you arrive at your place of business half an hour late in the morning, take an extra half hour at noon, and "kill" one hour during the day, you would waste twelve hours of your employer's time during the week. By receiving your full number of hours your employer would pay thirty-six cents an hour for your work, but if you have delivered only thirty-eight hours the work would cost him over forty-seven cents an hour.

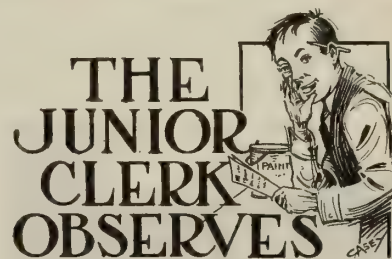
There are a great many who feel that as long as they "get their work out"

they have done well all that is required of them, but would not promotion be liable to come more speedily if, after their regular duties are performed, they would devote the rest of the time for which they are paid to endeavoring to find some way in which they might improve methods, increase the profits or decrease expenses of their employer?

A large number of employees who are required to put in considerable overtime, with no extra compensation except possibly "supper money," feel rather justified in cutting down their actual number of working hours whenever possible, but if they are paid during absence on account of illness, during vacations, days off, etc., their argument is hardly a fair one, and by giving their full time and a little more occasionally when necessary they are simply playing the game of "Give and Take."

Remember that your employer pays for ability and service, and if your measure of service more than fills his expectations you will be marked for promotion. Make your employer's interests yours, and do for him as you might reasonably expect your employees to do for you were you running a business of your own.—By O. G. Bennett, in Business.

The more goods you show, the more people you will interest. The more goods you show-card, the more sales you make.



The fellow who keeps hammering away isn't necessarily a knocker.

* * *

One way to keep the boys on the farm is to install a motor grindstone.

* * *

The employer who broods over his troubles only increases his brood.

* * *

A crank is a man who hasn't discovered that he isn't the only person in the world to be considered.

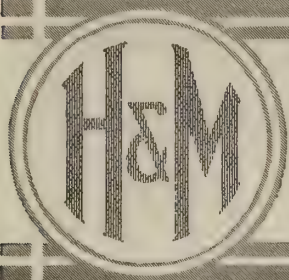
* * *

The Germans have not yet lost all their sense of humor. They still like their little joke. The German League for the Promotion of Industry has voted to give the medal voted every five years for the most important service rendered to the cause of industry to the head of the Krupp firm, in recognition of the appearance of the 17-inch howitzer.

No. 4—Troubles of Ethelbert Evergreen, the Junior Clerk—Ethelbert as a Salesman

---By Tom Bunt





New Hardware Goods

Offered Canadian Hardwaremen



NEW LUNCH KIT.

A new lunch kit is offered to the trade by the Icy-Hot Bottle Co., Cincinnati, Ohio, which besides being conveniently small and light it is claimed to keep food fresh and moist, and coffee or other



Icy-Hot Lunch Kit.

beverages hot or cold all day and night. The entire case is metal, black enameled and the upper compartment holds an Icy-Hot Bottle which it is said will keep hot liquids hot 24 hours, or cold liquids cold 3 days. The lower part is for the lunch, and is separated from the upper part by a metal lid which serves as a tray when lunch is being eaten. The entire outfit equipped with the bottle shown is said to be inexpensive.

ALUMINUM AND METAL POLISH.

Schroeter Bros. Hdw. Co., 717 Washington Ave., St. Louis, Mo., are acting as general distributors for the new



Rapid Shine Auto Polish.

"Rapid Shine" Aluminum Polish. They claim that it is a non-injurious metal polish for all metals—especially for aluminum, as also for copper, brass, nickel and steel. They claim it requires very

little rubbing, does the work rapidly, and leaves a lasting luster; works equally well on hot or cold surfaces, contains no acid, and will not injure the hands. It is put up in cans from 1-6 pint cans to one gal. can capacity.

The "Rapid Shine Products Company" are also manufacturing a new "Rapid Shine" automobile body and piano polish, an improved scientific compound for polishing and cleaning automobile bodies, carriages, pianos, furniture, hardwood floors, etc. When applied regularly it is claimed to prevent varnish from cracking and removes grease, and marks caused by mud drying on the automobile body, also keeps the fine finish on pianos always looking bright and removes the bluish, smoky dullness that is so often seen on all highly polished surfaces of pianos, rose-



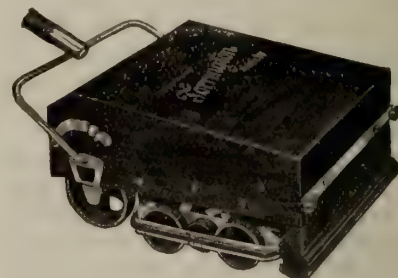
Rapid Shine Aluminum Polish.

wood and mahogany furniture, etc. It is not a varnish or veneer, but a prepared liquid food and cleanser. It requires little rubbing, and leaves a dry finish. It is put up in bottles, from two oz. to half gal. size.

NEW VACUUM CLEANERS.

Two new "Torrington" vacuum cleaners are being offered by the National Sweeper Company, Montreal, Que., and Torrington, Conn.—"Torrington De Luxe" and "Torrington Model W." They are both combination vacs and carpet sweepers and essentially contain the same construction as the "Torrington Model K," differing in degree of finish, style of box and minor details of equipment.

In the literature put out on the "Torrington" line it is explained that the new Model W is designed to sell at unrestricted retail prices, but that close co-operation of dealers is asked and insisted upon in maintaining the resale



Torrington Model W.

prices. The "De Luxe" model is distinguished by a box of Circassian Walnut hand-rubbed, and the fittings in every way are claimed to make it an unusually handsome model.

SPECIAL RATE FOR CORRESPONDENCE TO SOLDIERS.

The Post Office Department, Ottawa, under date of January 29, announces that arrangements have been made whereby the ordinary rate of two cents per ounce, applicable to all letters sent from Canada to the United Kingdom, will apply to letters addressed to British and Canadian troops on the Continent. The rate on ordinary letters from Canada for the Continent is five cents for the first ounce, and three cents for each



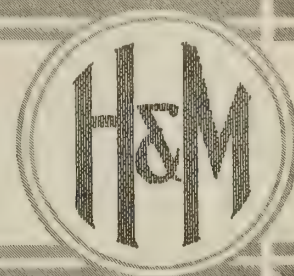
Torrington De Luxe.

subsequent ounce, so that this extension of the two-cent an ounce rate to letters addressed to our soldiers on the Continent is a decided reduction in favor of correspondence going to the soldiers.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

Severe snow storms have affected trade somewhat during the past week. Many branch railway lines were completely tied up for 2 or 3 days during the week. Some buying in anticipation of tariff changes has taken place. In the North-west the hardware trade has been stimulated to some extent by general stores adding hardware to their stock and by new firms starting business. Country trade continues seasonably good and there appears to be a feeling of optimism throughout the agricultural districts. Metal markets are firm and many advances have taken place. These have been due to advances in the primary markets. Locally, business in metals is very quiet.

MONTREAL.

MONTREAL, Feb. 4, 1915.—Different opinions are heard in the trade this week as to the condition of trade. In some quarters there has been a considerable rush of light orders while others have noted a falling-off since the first of the month; different reports are also heard as to business in January, some indicating a better January than a year ago, while others are to the effect that while the number of orders and activity was greater, the figures show a falling-off in volume. Opinions agree, however, that the booking business is ahead of last year and this is a further sign that stocks have been run low and that business is on a good basis. Both demand and bookings are confined largely to general farm lines which find a demand in the smaller centres; city business in Quebec and Ontario and all departments in Western Canada continue very quiet.

Price changes for the week have not

been important with the exception of tin and spelter, which are away up, and departments of the trade in which metals figure directly as raw materials, show firm prices throughout. New prices for pipe will be announced within the week and will be firmer in tone with an absolute minimum set. There is some slight improvement in this department. Also there has been noted some slight demand for builders' hardware and other lines which begin to move with the spring.

The tariff continues as a big factor in the market. Price changes are likely to be many after the announcement. Some dealers figure that business has been better of late on account of buying in anticipation of tariff changes — and these changes appear to be expected more in the shape of special internal war taxes rather than import duties. Import duties alone, it is thought, would not meet the issue.

The metal markets continue to show great strength, and the feature is an advance of 4c in tin and $\frac{1}{4}$ c in spelter since the last quotation, while lead, copper and antimony hold their prices firmly on outside markets, which continue to show an upward tendency. The whole influence continues to be the foreign market, and in the States there appears to be considerable indifference as to supply.

Tin.—Tin, which a week ago was quoted at $39\frac{1}{2}$ c to 40c, is now at $43\frac{1}{2}$ c to 44c, a rise of 4c. The advance is the result of London demand and it is believed that there is some manipulation afoot there, although continental demand and the activities of German submarines are real factors of importance. Against the interest abroad is the American report which shows a material increase in the visible and on the strength of this indifference has developed in New York.

Copper.—The foreign market continues to influence strength on this side, despite the position of the States where production could be easily increased. Demand on this side is either for export or for war orders to be executed here. Taken altogether, the market is not so active.

Solder.—On the big advance that has been made in tin, which amounts to about 7c in the past two weeks, there is a natural increase in the cost of copper. However, the usual effect of an advance in solder is to cut off the demand and for this reason dealers with a stock on hand are not inclined to increase the price. The result is that there is a considerable range in the prices being asked and this range has not altered during the week, although the tendency is towards the top; 20c to 22c covers commercial and 22c to 24c is the range for commercial with concessions offered between these prices on large quantities.

Other Metals.—Spelter, which advanced 1c a week ago shows another advance of $\frac{1}{4}$ c this week, the price now being 8c. Here the London market shows slightly under the American basis, considering cost of export, and American dealers are holding their stocks so close as to lead to the opinion that there has been some successful manipulation going on. Antimony is firm at 19c and the markets appear to be comparatively clear of stocks which can be had at prices which would indicate any decline. The present price is over double that of a year ago. Lead holds its position firmly and there is a feeling on the other side of the line that further advances are to be looked for from the trust.

Bar Iron and Steel.—The week has seen a continuance of very quiet conditions and competition for what business is passing makes a spread of \$1.95 to \$2.05 in the base price for bar iron.

Galvanized Sheets.—Price changes are to be looked for if spelter continues in its present position, as manufacturers are faced with rather a serious problem.

Nails.—A few booking orders are still being received and dealers are maintaining their price firmly, despite reports from outside that there is price-cutting going on. The base for wire is \$2.15 and for cut \$2.50.

MONTREAL QUOTATIONS.

Tin	43½ to 44c
Spelter	8c
Copper	14½c
Lead, Trail, cwt.	\$5.00
Lead, Imported, cwt.	\$5.00
Antimony	19c
Solder, ½ x ½	19½ to 22c
Solder "strictly"	22c to 24c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.15 base
Cut Nails	\$2.50 base
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp	11c base
Sisal	9½c
Lath Yarn	8¾c

Iron and Lead Pipe.—New trade prices on iron and lead pipe may be looked for next week, manufacturers having already set their minimum scale. While the change particularly affects the discounts rather than the actual cost, it will be found that the tendency is towards a higher level and this will be noted particularly by those who buy in small quantities.

Bolts and Screws.—Some houses report a little better demand for bolts and screws, which is attributed to the fear that these manufacturers may be affected by a war tax.

Rope and Twine.—Demand here is light, although there is some fair booking being done. Prices are generally firm, and are shown in current quotations.

Wire Fencing.—Some booking for spring is still being done, but for the most part orders are pretty well in and the feeling is that for both fencing and poultry netting the season will be better than that of 1914.

Builders' Hardware and Materials.—Although there is a continued dullness in this department, it is noted that there is a little interest in door sets for houses, which indicates that there may be an improvement of a material character in the near future.

Stoves and Furnaces.—The break in the dullness which had been hoped for by the 1st of February has not arrived and seems to be indefinitely postponed. Until construction commences again, little movement can be looked for. During the week there has been a little activity on repair work as the result of cold-weather freeze-ups.

Kitchen Utensils.—A further advance in the price of tin has created a still firmer feeling in this department and higher prices would appear to be warranted. However, the trade seems to be waiting for the tariff announcement before taking any action.

Seasonable Lines.—Sap goods and boot calks are still going out but general movement is in sorting goods. Some interest is being shown in spring lines in the booking, there being orders for such goods as hoes, lawn mowers, sprinklers, fly screening and even ice cream freezers.

TORONTO.

TORONTO, Ont., Feb. 4.—The principal topic of interest this week in hardware circles is the budget. Much speculation naturally exists as to what lines will be affected, and also the effect on trade generally. Under normal conditions the anticipation of tariff changes usually has a very disquieting effect on trade, but under present conditions this is not so noticeable, although there is a tendency to defer buying until the new tariff is published. There is little change in the outlook and business in hardware circles is still rather quiet, especially in the city. There has been some improvement recently, but, generally speaking, conditions are still under normal. The country trade is much better, but collections are slow. The farmers have money, but do not seem inclined to part with it.

Retailers are doing a fair business in seasonable lines, and we understand were practically sold out of snow shovels during the recent storm. Skates and other winter sporting goods are moving out well. Builders' hardware is quiet, there being no improvement in the building trade. There is a fair demand for general hardware. Stoves and heaters are quiet and the market dull. The rope and twine trade is quiet, and the situation unchanged. The iron and steel trade is dull.

The Metals.—The metal markets continue to show strength, although the demand is light. The local market prices reflect the conditions in the primary markets, which are subject to different influences. The continued advance in prices in the local market is, therefore, hardly warranted by conditions here. The entire list in the primary markets has also advanced, apparently more than actual conditions warrant, notwithstanding the heavy demand for some metals for munitions of war. Tin has advanced 2c per pound, and the market is strong, although the local demand is light. Copper has advanced $\frac{1}{4}$ c per pound, with small demand. Spelter continues to advance, being now $\frac{3}{4}$ c per pound higher. Lead is stronger, and has advanced $\frac{1}{4}$ c per pound, while antimony has advanced 1c per pound and is very firm.

Tin.—This metal has advanced in London, this being attributed to manipulation. The local market has advanced 2c, and is strong. Tin is quoted at 39c to 40c per pound.

Copper.—The copper market in Lon-

don has advanced and is strong. Production is being increased at the mines, and is now probably 75 per cent. of normal. The local market has advanced $\frac{1}{4}$ c, and the price is now $15\frac{1}{4}$ c per pound.

Lead.—The New York market is strong and quotations higher. The advance has been anticipated in the trade on account of all other metals going up. Lead has advanced $\frac{1}{4}$ c, being now quoted at $5\frac{1}{4}$ c per pound.

Spelter.—The market is unsettled, but continues to advance, although the present price is nominal. In the local market spelter has advanced $\frac{3}{4}$ c, and the price ranges from $8\frac{3}{4}$ c to 9c per pound.

Other Metals.—Soldiers have been made an all-round advance of approximately 2c per pound in sympathy with the tin market. Detailed prices of solders are given in the current market quotations. There is a heavy demand for antimony, and the market is strong. The price has advanced 1c, and antimony is now 19c per pound. Aluminum is unchanged at 22c per pound.

Scrap Metals.—Business is light, and the market is dull. Prices are unchanged, and are given in the current market quotations.

Bar Iron and Steel.—Conditions in the steel trade do not show any improvement. Business is still quiet more or less on account of a similar condition in trade generally. Prices are unchanged at \$2 base.

Pig Iron.—The market is dull and featureless; foundries still continue to operate at reduced capacity. Victoria and Hamilton brands are quoted at \$17 per ton.

Galvanized Sheets.—The high price of spelter has caused an advance of \$3 per ton on galvanized sheets in the States. There has, however, been no change in prices in the local market as yet.

Wire Nails.—The nail situation is unchanged, and no further announcement has been made with regard to the proposed readjustment of prices. Wire nails are being quoted at \$2.05 base, less 2 per cent. 30 days. Cut nails are unchanged at \$2.70 base.

Iron and Lead Pipe.—Business continues quiet and prices are unchanged. Lead pipe is being quoted at $7\frac{1}{2}$ c, 5 per cent. off, and waste pipe 9c, 5 per cent. off. The new prices on iron pipe are given in the current market quotations.

Stoves and Furnaces.—The market is very quiet, and there is nothing of particular interest to note.

Kitchen Utensils.—The country trade continues fairly good, but the city trade is dull. There have been no price changes to date, but the continued advance in copper and tin may affect the situation in this regard.

TORONTO QUOTATIONS.

Tin	39c-40c
Copper	15 $\frac{1}{4}$ c
Lead	5 $\frac{1}{4}$ c
Spelter	8 $\frac{3}{4}$ c-9c
Antimony	19c lb.
Aluminum Ingot	22c lb.
Aluminum Pattern	23c lb.
Solder, $\frac{1}{2} \times \frac{1}{2}$	25c lb.
Wire Solder	28c lb.
Wiping Solder	21c lb.
Tinker's Bar Solder	27c lb.
Wire Nails	\$2.05 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9 $\frac{1}{2}$ c base

Rope.—The rope market is quiet, with seasonable business. The raw jute hemp market advanced recently, but rope is unchanged in price.

Duck.—A reduction in price of some lines of cordage and duck is expected in a few days.

LONDON.

LONDON, Ont., Feb. 3.—The most severe snowstorm in years has tied up business, and trains on nearly all branch lines have been held up; in fact, a number of trains had to be cancelled. City business is fair for this season of the year. Orders for future delivery are being received in fair volume. With the exception of iron pipe, no price changes have taken place during the week.

New Prices on Pipe.

The following net prices are now in effect on iron pipe;—

Standard Butt weld.

	Black.	Galvanized.
1/4	207	297
3/8	207	297
1/2	251	344
3/4	288	403
1	425	595
1 1/4	575	805
1 1/2	688	963
2	926	1,295
2 1/2	1463	2048
3	1913	2678
3 1/2	2300	3250
4	2725	3815

Spring Goods.

A very fair amount of spring booking is still coming on the following lines:—Screen wire, in 100-ft. rolls, at \$1.50 per 100 sq. ft.; 50-ft. rolls, \$1.55 per 100

sq. ft.; poultry netting, 50-10-5 per cent.; harvest tools, 50 per cent.; fence staples, bright, in 100-lb. kegs, \$2.50 per 100 lbs.; 25-lb. boxes, \$2.75 per 100 lbs.; galvanized 100-lb. kegs, \$2.85 per 100 lbs.; 25-lb. boxes, \$3.10 per 100 lbs. Fence hooks are quoted: For galvanized in 100-lb. kegs, \$2.85 per 100 lbs.; in 25-lb. boxes, \$3.10 per 100 lbs.

Linseed Oil.

No changes have taken place in oil quotations, which are as follows:—

Raw Linseed—

1 to 2 barrels.....	68c	per gallon.
3 to 5 " 	67c	" "
6 to 9 " 	66c	" "

Boiled—

1 to 2 " 	71c	" "
3 to 5 " 	70c	" "
6 to 9 " 	69c	" "

Turpentine is quoted in single barrel lots at 66c per Imperial gallon; 2 to 4-barrel lots, 65c per Imperial gallon; 5-gal. lots, 73c per Imperial gallon.

WINNIPEG.

WINNIPEG, Feb. 3.—The brisker business noted last week continues. It is apparent that many dealers are feeling the advisability of buying in small quantities. Nevertheless, the general run of orders is satisfactory.

From what can be learned at the wholesale houses, January's business will hardly come up to January of last year. The decline, however, is not serious enough to cause any worry. Of course the real state of affairs will not manifest itself until the end of this month or early in March.

A general line of spring goods is being bought at the present time. It must also be noted that a number of hardware stores are being opened or new hardware departments established in general stores. The opening stocks required for these is doing a good deal towards holding the volume of business on a satisfactory basis.

Oil Steadier Now.

As far as prices are concerned, the week has been singularly quiet. The advance in some lines of batteries, reported a week ago, has come into effect. This is an advance of 10 per cent. There is also an indication that batteries may go a little higher, but competition may prevent this though the additional cost of raw material would probably justify a further rise.

As was indicated in an article dealing exclusively with oil in last week's issue, a steady tone has been manifest in this line. The 2c advance struck a week ago has been maintained, but no further advances are recorded—oil still being

quoted at 79 and 82c. It seems likely that these quotations will hold for some time.

Back to Land Movement.

As always at this time, the stove business is rather quiet. Some travellers are out on the road and more will go out next month. There is already talk of an active spring and fall in the stove trade. It is very evident that many people are going back to the land this year. Some men who left the farm to engage in work in the city when all was activity have now decided to move back. They will hardly go on the farm until spring, but then many of them will need stoves. It must be remembered, moreover, that very many of these people have considerable funds. When fall comes they will also need heaters for their houses. Indeed, this back to the land movement—and it seems a considerable movement, too—is likely to create a good call for many goods. It will, for instance, bring a good demand for fencing, building paper, paints, etc. It will do a good deal toward lessening the falling off in orders for some of these lines which has been expected.

Prospects for Threshers' Goods.

Further evidence which is continually being received as to a large acreage under cultivation, makes the prospect seem bright for a good sale of threshers' supplies. It is true that the short crop and the very short straw of last season resulted in a fair amount of these supplies being carried over. With an average crop, however, and the increased acreage, this carry-over will not last long and the demand for new goods should be very satisfactory.



Manager of Hudson's Bay Co. Resigns.

Calgary, Alta.—I. M. Baker, who has been the manager of the Hudson's Bay Company for upwards of twenty years, is about to resign.

In the service of the Company, he has been in many places. From Kenora he was transferred to Fort Frances, and from there he went to Fort Q'Appelle, subsequently leaving for Calgary.



Dominion Incorporations.

Leather-Canvas-Textile Mfg. Co., capitalized at \$50,000, head office, Ottawa, to manufacture and deal in leather, canvas and textile goods.

Scroggies, Ltd., capitalized at \$50,000, head office, Montreal, to acquire and operate the business now carried on by Walter Bruce Scroggie.

WINNIPEG QUOTATIONS.

Solder	25c-26c lb.
Wire Nails	\$2.80 base
Cut Nails	\$3.35 base
Pure Manila Rope—15 1/2c lb. base	
British Manila Rope ..	12c lb. base
Sisal	10 1/2c lb. base
Linseed Oil, raw	79c gal.
Linseed Oil, boiled	82c gal.
Poultry Netting	50% off
Turpentine	75c
Galvanized Iron, 28 English	
Apollo:	
Fleur de Lis	\$4.75
Queen's Head	5.10
Corrugated Sheets, 28-gauge	
galvanized	\$3.45
Glass, First Break	\$5.25
Anvils:	
Peter Wright ..80 lbs. & up	12 1/2c
Clip Lorn	13 1/2c
Vises:	
Peter Wright 45 lbs. & over	14 1/2c

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Feeling the Pulse of Business—Improved Outlook.

An Electric Dinner

From Wall St. Journal.

SEVERAL New York electric men went out to Toledo to attend an electric Christmas dinner given by the Toledo Railways & Light Co., and they have not yet quit talking about the affair.

From start to finish everything was done by electricity, showing how rapid has been the advance in the manufacture of various domestic appliances. There were no ordinary place cards but, when it was announced that dinner was served, a little electric sign bearing the initials of the man who was to sit at that place, flashed up at each plate. An electric soup dish, and electric steak broiler, electric chafing dish and an electric cigar lighter were at each plate. Each man cooked his own soup in his individual dish, broiled his steak on an individual grill and other food was prepared in individual chafing dishes.

There was an individual percolator for the coffee and the potatoes were baked in electric ovens, cigars were lighted by individual electric cigar lighters and as fitting finale a photograph of the guests was taken by an electric flashlight.

Effect Being Felt

From Bradstreets.

TORONTO reports to Bradstreet's say that commercial operations to supply the Allied armies in Europe are doing more to offset the bad effects of slack ordinary trade than they have been given credit for. Leather firms are as busy as can be, many shoe factories have orders to fill, the grocery trade is getting its quota of orders and iron and steel concerns have been turning their attention to the manufacture of shrapnel shells. In many cases, new machinery has been installed and adjustments made for the output of the death-dealing instrument. Several concerns in Ontario, most of them in Toronto, are reported preparing for the work this week. Add to these the woollen factories working for the same end and the flour, grain and packing firms supplying the needs of the Allied nations and we have a substantial bulwark to trade in this time of stress. While this one sided activity has been going on since September, its effect on local trade and commerce in general is now being felt. It means work and buying power that would not otherwise exist. While some wholesale firms see little improvement in their ordinary lines, others speak of a distinct turn for the better. Trade is still slow in wholesale dry goods houses. Orders are coming in to hardware houses from the country in fair volume. Dullness in building is keeping city business backward. Grains advanced this week to new high levels. Spring wheat flour advanced to 20 cents per barrel and winter wheat flour 50 cents per barrel. Cattle are firm. Canadian iron and steel foundries have considerable orders from United States railways for rails, having underbid concerns across the line. One reason for improvement in trade in commodities locally is the impending advance in the Canadian tariff which will result in an

upward movement in prices of many lines. Montreal reports to Bradstreets have a more optimistic note. Orders for spring are coming in fair volume.

Silverware in United States

From First National Bank of Boston News Letter.

THE total production of silverware in the United States aggregates about \$50,000,000 per annum, nearly all of which is produced in New England. The two general classes of silverware, sterling and plated, are each divided into two broad types,—in the case of sterling into hollow and flat—in the case of plated ware into nickel and whole metal.

Concerns almost as old as New England itself experienced their worst year in 1914. Incidentally, the production of silverware is something of a barometer of general trade, entering as it does into hotels, shipping, dining car service, domestic table use, and as wedding and other gifts.

Operations currently are on the basis of 4 days per week and forces employed are about 75% of normal, making a net operating capacity of 50%. The outlook with respect to orders is far from satisfactory. The demand for hollow sterling silverware—the highest grade of silverware produced—has been dwindling strikingly for the greater part of 1914 and is now of minimum proportions. It seems to be the case that purchases of wedding and other gifts have been switched from hollow sterling silverware to less expensive articles. Hotel ware, as the better grade of plated silverware is termed, has stood up fairly well in demand—being reinforced from the ranks of the former purchasers of sterling silverware and because of the fulfilment of pending contracts. As a result of these requirements plated ware production is by itself nearly 90% of its normal volume. Railroad silverware buying is almost nil, as are steamship requirements. During December there was a slight betterment in the demand from the railroads, but apparently to replenish partially supplies which had been rendered impossible for further use.

Although the retailers of silverware experience their best business in the spring and Christmas holiday months, the manufacturers produce and sell throughout the year so that the present dullness prevailing throughout the trade is not seasonal. There are practically no telegraphic orders being received. Here again, trade authorities complain of the operations of the new tariff and resulting importations.

THERE IS PLENTY of money in the country and a large amount is waiting for every retail merchant who is aggressive enough to go after it.

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THE SESSION of Parliament opened on Thursday of this week, is expected to be one of the most, if not the most important ever held in the history of the Dominion.



Paint Department



Paint Up and Clean Up Campaign*

The Commercial Value of the Paint-Up and Clean-Up Campaign to the Paint Dealer.

LOOKING upon the question of a from the commercial basis alone, Paint-up and Clean-up Campaign one can see its inestimable value to the paint dealers who co-operate. There are many merchants who feel that they must judge from a business standpoint all propositions connected with merchandising, and so they should be interested in these few notes on the commercial value of the campaign to retail merchants.

The Paint-up and Clean-up Campaign is not a proposition of a few years' standing, because it is really based upon the old universal custom of spring cleaning. It does not even mean any change in this custom, but increases the interest of the people as a whole in spring cleaning. While the movement, in a larger sense, has for its purpose the artistic and sanitary development of a community, it means from the commercial standpoint of the paint dealer that the campaign unites paint-up and clean-up, teaching that it is necessary to paint-up if one is going to clean-up.

One of the big problems of the paint dealer is the education of the household trade, teaching the layman to use paint for spring cleaning and showing him how to apply it for household jobs. In this connection the housewife plays an important part and she must be taught that paint stands for cleanliness, and furthermore, that she can paint now-adays, since paints are prepared and mixed ready for use. When the layman fully appreciates that clean-up means paint-up, paint sales will be increased many times; the real value of the Paint-up and Clean-up Campaign to the dealer is in the education of the public that clean-up means paint-up.

The campaign is one that reaches the individual through the community. It incites a general interest and inspires the people to paint their houses. In the timber days when wood was plentiful and paint was not available, the old log

cabins, of course, were not painted, but with the beginning of community life buildings were painted by all who could afford to paint them. In this day it might be said that there are few buildings erected in any town or city of the country that are not at least painted after their erection. Of course, there are two reasons for this painting: one, that paint is necessary as a preservative, and the other, that a building is not finished until it is painted. After the building receives its first painting, the matter of preservation is usually forgotten and the house is not re-painted until the old paint is worn off by the elements or until an adjoining house, newly painted, shows a contrast. The Paint-up and Clean-up Campaign makes everyone in the community think about painting his house and consider carefully if it needs to be painted.

When it comes to house painting, it is a rule that as soon as one man paints his house his neighbors follow suit. It is not so much the idea that one simply follows the other, but the improved appearance of the newly-painted house creates a desire on the part of the neighbor for painting and decorating. As one story goes, a paint dealer hired a painter to paint his house and to do it slowly through a period of several months, so that in this way he could get the attention of his neighbors and interest them in painting their own houses. His plan proved highly successful, because it did inspire quite a number of his neighbors to paint their houses. In this same way, but on a larger scale, the Paint-up and Clean-up Campaign inspires people to re-paint their houses.

An important feature of the campaign is that it brings the paint merchants before the public eye. Unless the paint dealer be located in a residence district, the large majority of consumers do not see his store or, at least, do not pay any attention to it. Dealers, who handle strictly a paint and varnish line, should be most enthusiastic over this campaign,

because they are not in touch with the people in any other way than through the selling of paint and varnishes for paint-up and clean-up purposes.

It is the practice to designate one week in the spring as Paint-up and Clean-up week and to advertise this through all the civic, social and industrial organizations. For a period of a month or so before this Paint-up and Clean-up week, and particularly during the week itself, the dealers should carry on their biggest advertising campaign of the year. While the whole community is interested in Paint-up and Clean-up, and while all consumers are more or less in a receptive state of mind, the dealers' advertising will be most effective. For this period he should plan several window displays, should arrange for a series of advertisements in the daily paper, and as the Paint-up and Clean-up week approaches should use a number of slides at the moving picture shows in his neighborhood. When this Paint-up and Clean-up Campaign is going on, there is no doubt whatever that the dealers' advertising will bring returns.

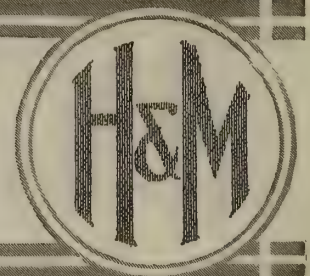
During Paint-up and Clean-up week every merchant, who handles paint, should have a spring opening and should decorate his store in some artistic way. At all times of the year it would not do to make a show-place of his store, but this is one time when he should really do it and even go so far as to put in special decorations, such as palms, ferns, flowers, etc. It would not be a bad idea to have a demonstrator showing how to apply household paints particularly, or at least some one explain about the paints for different parts of the house. It could be announced through all advertisements that all are invited to come and learn how paint is used to clean up and re-decorate the home.

The paint dealer who does not take an active part in the Paint-up and Clean-up Campaign is missing a big opportunity to increase the number of customers for his store. His business is to teach the community that clean-up means paint-up and, of all times to do it, the best time is when he has so much co-operation and when the people are willing to listen.

*Reprinted from Paint, the Dealer's Magazine.



Weekly Paint Markets



MONTREAL.

MONTREAL, Feb. 4.—The situation remains without important change. Nothing of note is recorded in the price changes during the week and the general tendency is for firm quotations. Orders for immediate delivery are light and spring bookings from central and eastern country points are altogether satisfactory. Snow this week has handicapped shipping to some extent, but the interference is not serious, as there is little demand for quick deliveries. Linseed oil remains within about the same range with lower quotations tending towards the top; crushers quote the same figure, with the market strong after a weakness early in the week. Lead, putty and glass are all very firm.

Linseed Oil.—The market is inclined to be stronger than a week ago. Crushers have not changed prices and the high point remains the same, but there is an upward tendency from the bottom of the range. Flax was weaker for a few days, but the reduction in price was not sufficient to affect the market and the reaction carried the price above the previous level. The situation is now firm. Crushers quote 68½c and 71c, as a basis, as before, but whereas 68c and 71c was heard in the trade last week the dealers low is now 69c and 72c and the majority of quotations are at 70c and 73c, with 69c and 72c for quantities. The movement is slow, denoting continued small consumption.

	Raw.	Boiled.
1 to 2 bbl	68½c-70c	71c-73c
3 to 5 bbl	67½c-69c	70c-72c
6 to 9 bbl	66½c-68c	69c-71c
10 bbl. and over ..	65½c-67c	68c-70c
5-gal. lots	71c -72c	74c-75c

5-gal. cans 50c each; 10-gal. cans, 75c each.

Gasoline and Benzine.—Demand continues fair. Volume of business is about the same as a year ago at this season. Prices are without change and are likely to continue so for some time unless there is a change in the tariff, for which provision is being made in all contracts for future delivery. In drums, 15c gal.; tank wagon, less 100 gal., 14½c.; 100-gal. lots and over, 13½c gal. Benzine, in wood,

18½c.; in steel, 15c. Canadian oil 13½c; American oil 17c.

Turpentine.—The market here is inclined to be a shade firmer, although there is no important change in prices. However, 64c is being quoted as the low where 63c was heard a week ago.

	Per gal.
½ bbl. lots	66½c-68c
1 bbl. lots	63½c-65c
2 to 4 bbl. lots	62½c-64c
5 to 10 bbl. lots	61½c-63c

White Lead.—Lead continues very firm and the advance of 10c on small

SCHEDULE OF PRICES FOR 1915 ON CP NEUTRAL ARSENATE OF LEAD.

Paste Form.

1-lb. bottles, per 100 lbs..	\$19.00
2-lb. bottles, per 100 lbs..	16.00
5-lb. bottles, per 100 lbs..	12.00
12½-lb. irons, per 100 lbs..	11.50
25-lb. irons, per 100 lbs..	11.00
50-lb. irons, per 100 lbs...	10.50
100-lb. irons, per 100 lbs..	9.75
200-lb. irons, per 100 lbs...	9.60
Barrels, per 100 lbs.	9.00

CP LIGHT GRAVITY.

Dry Arsenate of Lead.

1 lb., per 100 lbs.	\$30.00
5 lbs., per 100 lbs.	26.00
10 lbs., per 100 lbs.	24.00
25 lbs., per 100 lbs.	20.50
100 lbs., per 100 lbs.	19.00

Ex. Warehouse—Montreal, Toronto and Halifax, N.S. Freight allowance to Hamilton, Ont., and St. John, N.B.

Terms: 2% 30 days or net 3 mos.

lots made a week ago is well maintained. Demand is not very heavy. Prices—\$8.40 in ton lots and \$8.75 for less.

Glass, Putty, Etc.—There is little or no change here. Demand continues small and prices very firm; for both glass and putty.

In connection with the new prices for Paris Green it might be explained that while the prices given a week ago for the C. P. Co. brand appeared to be a quarter cent less than a year ago, the old quo-

tation was evidently given on the Toronto and not the Montreal basis. The actual situation is that there is no change made. Bergers, as stated, is 1c under the quotation of last year and is ¾c above C. P. Co.

TORONTO.

TORONTO, Feb. 4.—The situation in the paint trade is practically the same as last week. The city business is quiet, but spring bookings from the country continue to be satisfactory. There has been a general advance in white lead of 10c per cwt. in less than ton lots. In dry colors, vermilion O.J. has advanced 2c per pound, other lines being unchanged. Linseed oil and turpentine are unchanged, with light demand. The glass situation is unchanged, but there is a possibility of the new tariff affecting the trade. This statement, of course, holds goods for any imported lines. Putty prices are unchanged, and the market is quiet. Coal oil is moving out well, but gasoline is quiet. There is an active demand for Paris green. Collections are slow.

Linseed Oil.—The market is in a more settled condition after the recent advance, and prices are holding firm. Flaxseed weakened during the week, but is stronger again, with steady demand. Higher prices for oil are anticipated, as the present price is generally considered to be too low, considering the cost of seed. The demand continues to be light, but the market is in an interesting condition. The following prices, which are unchanged, are being quoted in Toronto:

	Raw.	Boiled.
Single bbls.	68	71
3 to 5 bbls.	67	70
6 to 9 bbls.	66	69

Turpentine.—The market is dull, and there is little turpentine moving. The prices are stagnant at Savannah and the general situation is unchanged. There has been no change in prices, and the following prevail in Toronto:—Single barrels, 66c; 2 to 4 barrels, 65c; 5-gallon lots, 73c per Imperial gallon.

White Lead.—The 10c advance in less than ton lots is in effect for all brands. Lead is showing some strength, and some nice spring orders have been booked. There is a possibility of a further advance.

(Continued on page 52.)



MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA



PURITY and TRUTH

It's a source of great satisfaction for a Dealer-Agent to positively know that every time he sells a can of **100% Pure Paint**, he has provided his customer with 100% Efficiency. He knows his customer has bought satisfaction because **100% Pure** means highest quality and lasting service.

It's also a source of great satisfaction for a Dealer-Agent to know that the story of **100% Pure Quality and Service** is not only widely heralded, but it is truthfully told in such a way and through such numerous mediums as to make it the **easiest** and most **profitable** to sell.

Purity in Paint, Truth in Advertising, the winning combination.



The **MARTIN-SENOUR** *Co.*
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO



**Try
Selling**



Jamieson's
PURE PREPARED PAINTS
AND VARNISHES

**—THEN YOU'LL STICK
TO THEM**

The 100 per cent. **VALUE IN EVERY CAN** is sure to make friends of your most exacting customers—is sure to stimulate the sales of paint department—is sure to build your prestige as a paint dealer.

We'll be pleased to furnish you with list of dealers so you can write them re their experiences with Jamieson's Paints and Varnishes.

Drop us a card now. Don't put it off, 'cause you're liable to forget.

R. C. JAMIESON & CO., LIMITED, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

vance in prices. Prices are given in the current paint market quotations.

Dry Colors.—Vermilion O.J. has advanced 2c on account of a shortage in dyes; permanent reds are also higher. Vermilion O.J. is now 22c; Venetian red, best bright, 2c, and Venetian No. 1, 13½c per pound.

Glass.—The situation is strong, and business is quiet. The possible effect of the proposed tariff changes is causing some interest in the glass trade. It is not certain, however, that prices would be advanced immediately, even if the tariff on glass were raised. The glass situation is an interesting one.

Coal Oil.—There is a fair demand for coal oil; prices are given in current market quotations. Gasoline and benzine are dull at 18c and 18½c per gallon respectively.

Putty.—The market is quiet and demand light. The following prices are for standard putty in less than ton lots.

	Per 100 lbs.
Bulk bbls., 800 lbs.	\$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00
Pure putty, 60c per cwt. advance.	

TAKE IT CALMLY.

The decision of the Supreme Court of the United States that an employer has the right to decline to employ a man because he is a member of a labor union simply says to the union man that he has no right to demand that his employer do what the union is not willing to do for the employer. That is, a union man who refuses to work with a non-union man whom the employer wishes to employ cannot force his own employment.

The decision, following that of the Danbury hatters' case, is of great importance and probably will be violently denounced by labor leaders, but it will be well for them to accept the decision calmly and try to reform the unions so that employers will prefer union men. The unions will be compelled to be more reasonable in their demands, and the present is an excellent time to begin to establish more harmonious relations between employers and employees. Representatives of capital and labor have been getting pretty near to each other in conferences concerning the unemployment problem, and still closer relations ought to be established.—The Iron Trade Review, Cleveland, Ohio.

Catalogues and Booklets

1915 Calendar.

F. E. Myers & Bro., Ashland, Ohio, have issued a 1915 calendar in poster form. A full line of the firm's products is shown on the calendar. Copies will be mailed to the trade on request.

The Bone Book

Pratt & Lambert, Inc., Bridgeburg, Canada, have issued "The Bone Book," being an account of the adventures of the twelve Pratt & Lambert Commercial Tourists Abroad, and their escape from war-ridden Europe on that memorable trip of the S.S. "Mauretania," when she broke the trans-Atlantic record in four days and ten hours—the fastest trip ever made across the ocean.

Taylor Forbes Catalogue.

An attractive 1915 lawn mower catalogue has been issued by the Taylor Forbes Co., Guelph, Ont. The catalogue consists of 32 pages, and shows the complete line of Taylor Forbes' mowers and parts. Copies will be mailed on request.

NICKEL-PLATING ALUMINUM.

A communication has recently been presented to the Academie des Sciences by M. Le Chatelier, in which the author states that he has succeeded in nickel-plating aluminum, hitherto unaccomplished. This has considerably prevented the extension of employment of this metal, which lends itself to so many purposes, since its dull appearance, especially after prolonged use, has been much against it. The difficulty has been surmounted by a preliminary scouring of the aluminum in a bath of hydrochloric acid containing iron. The iron precipitated on the surface of the aluminum forms a kind of network, and when the piece of metal is then passed into the nickel bath, the nickel becomes fastened in this network and adheres strongly to the aluminum.

MONTREAL NOTES.

Geo. Ramsden, one of the veteran hardware travellers of Canada, who represents Caverhill, Learmont & Co., has been laid up for a few days at his home at Port Hope, but expects to be calling on the trade again in the course of a few days.

Among the trade visitors in the city this week were L. A. Cornelius, president of the Wolverine Companies, with

plants at St. Thomas, Ont., New York, N.Y.; Grand Rapids, Mich., and San Francisco; G. W. Carter of the Egel Lock Co., Tarryville, Conn., and M. J. Fultz of the American Pad and Textile Co., Chatham, Ont.

William Almour, whose death took place recently in Montreal, was born in 1832, and for many years was connected with the hardware firm of W. & C. Brewster. He was long prominent in sport circles and was a member of the first hunt club formed in 1849 which had its kennels at Logan's farm. He was an officer of the 1st Montreal Field Battery and afterwards of the Royal Guides, of which he remained a member until they disbanded.

FARMERS ARE BUYING GOODS.

(Continued from page 37.)

distress in the country, or any class of business that is suffering it is because it has not been built upon sound foundations. That being the case it is to the advantage of Canada that it should at this time crumble and pass away and leave the land purged of what is not fit to live.

For all the operations on our farms there is every prospect of the banks of the country having all the necessary funds. For the moving of actual produce for which there is a real demand there will be no doubt as to the financing. During the last week of December last the Government statement covering the operations of the chartered banks of the Dominion for the month of November was issued and it disclosed a state of affairs that was indicative of steadiness, and which was re-assuring. Deposits by the public were shown to be on the increase and correspondingly commercial loans contracted. The latter movement is not unusual at that period of the year. For every dollar the public had on deposit with the banks, seventy-nine cents were out on loans. Usually the amount out on loans is eighty-four cents or thereabouts out of every dollar. Never before has the ratio of loans to deposits been so low. Another fact worthy of note in connection with the bank statement is that the aggregate of actual cash in the till, the amount due to banks from their correspondents abroad, and Government securities were very much larger at the end of November than it has ever been before. We may take it from these facts that the banks are in a position to take care of the legitimate commercial needs of the country during the year. One thing is sure, the movement of any kind of merchandise will be facilitated.

AN EXPERIMENT IN POLITICAL ECONOMY!

There is always a relationship between the drop of water and the ocean!

Between the sale and purchase of a HOME PRODUCT and the NATIONAL DEBT!

Between goods bought at home, or abroad, and the CREDIT and DEBIT of the Nation!

Our idea in Canada to-day is to keep the balance of trade more in our favor than ever before!

To sell more to foreign countries than we buy from them!

To buy more of our own products than those of foreign countries!

IN PAINTS AND WHITE LEAD YOU CANNOT GET A MORE THOROUGHLY REPRESENTATIVE CANADIAN PRODUCT THAN

BRANDRAM'S B.B. GENUINE WHITE LEAD AND B-H "ENGLISH" PAINTS

MADE BY AN ALWAYS CANADIAN FIRM, EMPLOYING CANADIAN LABOR, SPENDING CANADIAN MONEY IN CANADA.

Handle these paints—sell them—recommend them—use them yourself—and you are practising Political Economy in a very concrete way.

More about this later on when you see the improved trade returns at the end of the year, both for you and for everybody else.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12½; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 30 days net.

Shot standard, 100 lbs., \$15. 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hal-
lett's 19 00 19 00

ANVILS.

Buckworth, per lb. 0 10½

AUGERS.

Ford's auger bits, 30 and 10 p.c. Irwin's auger, 45 p.c.
Im-ur's auger 70 p.c.
Rockford's auger, 50 and 10 p.c. Gilmour's car, 47½ p.c.
Clark's expansive, 40 p.c.

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.
No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.
—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd. — Spooner's Copperline, Tough, Hard, Finest, No. 1 and 2 Nicoluminum grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1) list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ¾ in. dia. and smaller, 70 and 5%.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75 and 5%.
Skein Bolts, 75%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60 and 5%.
Plow Bolts, 55, 10 and 5%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts (\$3) list, 50 and 10%.
Step Bolts, large head (\$3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½%.
Tire Bolts, 75%.

BRASS.

Per lb
Springs, sheets, up to 20 gauge 0 25
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x93 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve. 19 00

BOARDS (Wash).

Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass) 3 75
Western King (Enamel) ... 3 50
Reaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 35%.
Creamery cans, 35 and 12½%.
Railway cans, 40 and 12½%.
Hand, delivery and creamery cans, 35%.
Cream cans, 35 and 12½%; with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 20%.

Common, cork-lined, 3 per cent. Cans, jacketted.

1 gal. jacketted, per doz. .. 2 70
2 gal. jacketted, per doz. .. 3 60
3 gal. jacketted, per doz. .. 4 20
5 gal. jacketted, per doz. .. 4 80
10 gal. jacketted, per doz. .. 8 40

CEMENT AND FIREBRICK.

Less than carload lots .. 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 25 00
Fire Brick, English. 17 00 21 00
Fire Brick, Am., low. 23 00 25 00

Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.) .. 0 17
Cement (in 5 and 10 gals.) .. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross ... 2 40 6 75
Crayons, per gross. 0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coll. per 100 lbs., ¼, \$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16, \$4.05; ½, \$3.80; 9-16, \$3.80; 5/8, \$3.65; ¾, \$3.60; 1, \$3.40; 1, \$3.20.

Electric Weld Coll Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 40 per cent.; f.o.b. Ottawa, Kingston, and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each ... \$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner 6 50
Cadillac Electric, Model C, 18 00
Cadillac Electric, Model D 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case .. 6 75

COPPER.

Montreal Toronto
Casting ingot \$15 25 \$15 25
Bars, ½ to 2 in. 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14 x 60 base 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 25½
No. 7, lb. 0 24½
No. 8, No. 9, No. 10, No. 12 0 24

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. ... 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets. 3 85 4 00

Galvanized.

Apollo D. Crown Gorbals

18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous— Per box

I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50
"Allaway's Best" Standard Quality.
I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin ... 9 40

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES. 7½c per lb

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

DRILLS.

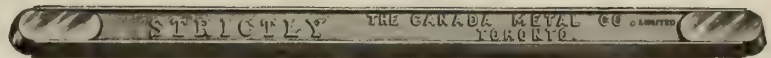
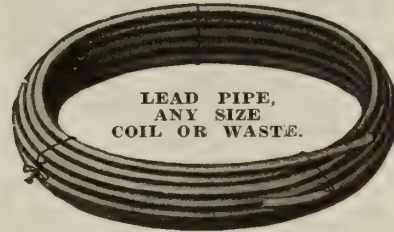
Bit Stock Drills. 60 and 5 p.c. Wood Drills, 35 p.c. Straight Shank Drills, 70 and 10 per cent.

MADE IN CANADA



Harris Heavy Pressure
The Babbitt Metal
"WITHOUT A FAULT"

WRITE FOR CATALOGUE "A"
MAILED FREE.



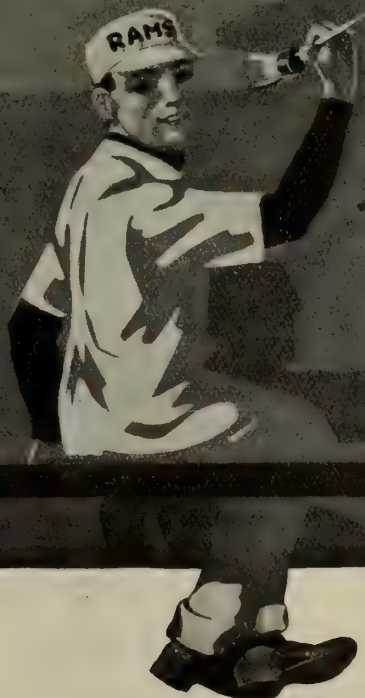
STRICTLY SOLDER IS A FAVORITE.



EASY WIPING SOLDER.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been "making good"—for us, for the dealer and for the man who finally used them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line".

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal



Made in Canada

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double		Standard	
29 in.		Single	
7 oz. ... 0 17½	6 oz. ... 0 11½		
8 oz. ... 0 19½	7 oz. ... 0 13		
9 oz. ... 0 22	8 oz. ... 0 14½		
10 oz. ... 0 24½	9 oz. ... 0 16½		
12 oz. ... 0 29½	10 oz. ... 0 18		
15 oz. ... 0 38½	12 oz. ... 0 21½		
	15 oz. ... 0 29		

Standard, Single Filled, 36-inch.
7 oz. ... 0 17 10 oz. ... 0 23½
8 oz. ... 0 19 12 oz. ... 0 28½

F**FILES AND RASPS.** Per cent.

Disston's ... 75
Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 66 2-3
Delta Files ... 65
Nicholson ... 66½
Jowett's (English list) ... 27½
Spear & Jackson (Eng. list) ... 35
Globe ... 75
Hellers ... 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL.

Hollow ... 0 81
Solid ... 1 36

G**GALVANIZED WARE.**

Dufferin pattern pails, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE.

Single bbls., per bb ... 18½
Three bbls. and over ... 18

Any quantity, in bbls. ... 18
Drums, 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ¾-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 15

HALTERS (SISAL)

¾-in., \$9.00; 7-16 in., \$10.20; ¼-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5 lbs. and over ... 0 06
Napping, up to 2 lbs. ... 0 09

HANDLES (WOOD).

Axe, No. 3 cuts, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger, full set ... 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track. Special.
Zenith ... 9 00
Atlas, steel covered ... \$5 25 6 60
Perfect, No. 1 ... 8 50
Perfect, No. 1½ ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00
Double strap hangers, doz. sets ... 6 50
Standard, jointed hangers, doz. sets ... 6 45
Steel King hangers, doz. sets ... 6 40
Storm King and safety hangers ... 5 75
Storm King rail ... 4 25
Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50
Chicago Friction, Oscillating and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25
Steel track, 1½ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw
No. 1 ... 13 13 15 10
No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured ... 0 12 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to ... 3 75
Sheep skins, up to ... 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs. ...	\$1 03	\$0 87
5 in., doz. prs. ...	1 25	1 00
6 in., doz. prs. ...	1 35	1 03
8 in., doz. prs. ...	1 84	1 38
10 in., doz. prs. ...	3 24	2 27
12 in., doz. prs. ...	4 03	3 73
14 in., doz. prs. ...	4 59	4 00

Heavy tee and strap discount, 40-10 per cent.

Light tee and strap discount, 70 per cent.

Screw hook and strap hinge—Under 12 in., per 100 lbs. ... 5 00
Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ½ in., per lb. ... 5½

Extra hooks for above, ¾ in., per lb. ... 5½

Crate hinges and back flaps. 65 and 5 per cent.

Chest hinges and hinge hasps. 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, \$18.00; No. 10, \$19.50; No. 20, \$22.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, \$12.

Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.

Chicago surface door (6,000). 45 per cent.

Garden City fire house hinges. 12½ per cent.

"Chief" floor hinge, 50 p.c.

Hoes, Grub, 3½-lb., \$4 doz.

HOOKS, GRASS.

	English	Canadian	Fox
No. 2, per doz. ...	1 60	2 50	
No. 3, per doz. ...	1 70	2 90	
No. 4, per doz. ...	1 80	3 25	

HOOKS, CORN.

Eureka, doz. ... 1 80
Cyclone, doz. ... 2 40

Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90; No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15; No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6. No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes. No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes. No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10 p.c.
Corrugated, 1½ in., ft. ... 0 11
Corrugated, ¾ in., ft. ... 0 14½
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

	base	Montreal	Toronto
Angles ...	2 50	2 50	
Common bar, per 100 lbs. ...	2 05	2 00	
Forged iron, per 100 lbs. ...	2 30	2 35	
Refined iron, per 100 lbs. ...	2 40	2 40	
Horseshoe iron, per 100 lbs. ...	2 40	2 40	
Mild steel ...	2 25	2 00	
Sleigh shoe steel ...	2 25	2 25	
Domestic ...	2 30	2 00	
Reeled machinery steel ...	2 75	3 00	
Tire steel ...	2 35	2 20	
Sheet cast steel ...	0 15	0 15	
Toe calk steel ...	3 10	3 15	
Mining cast steel ...	0 07½	0 07½	
High speed ...	0 65	0 65	
Cammell Laird ...	0 15		
Black Diamond tool steel ...	0 08½	0 08½	
Silver tool steel ...	0 13½	0 13½	
Cold Rolled Shafting.			
9-16 to 11-16 inch ...	0 06		
¾ to 1 7-16 in. ...	0 05½		
1 7-16 to 3 inch ...	0 05		

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$9 50
Less than case, 25c per 100 lbs.
72x30 up to 28 gauge, case lots ... 10 00 extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set ... 0 78
Mrs. Potts, No. 50, nickel-plated, per set ... 0 85
Mrs. Potts, handles, japaned, per gross ... 9 00
Sad irons, common, plain ... 5 00
Sad irons, common, plated ... 5 50
Asbestos, No. 70, per set ... 1 50
Asbestos, No. 90, per set ... 1 20
Princess Electric, each ... 3 00
Ideal Electric, each ... 2 85
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).
Shelf-lock ... 12c ft.
Ontario ... 16c ft.
Faultless ... 20c ft.
Extra Heavy ... 28c ft.
Hercules ... 23c ft.
Decorator ... 18c and 20c ft.
Perfect ... 22c ft.
Chair Ladders, each ... \$2 00

(Roped Extension).
20 ft. ... \$3 00 42 ft. ... \$7 95
22 ft. ... 3 30 44 ft. ... 8 38
24 ft. ... 3 60 46 ft. ... 8 74
26 ft. ... 3 90 48 ft. ... 9 12
28 ft. ... 4 20 50 ft. ... 9 50
30 ft. ... 4 50 52 ft. ... 11 44
32 ft. ... 4 80 54 ft. ... 11 88
34 ft. ... 5 75 56 ft. ... 12 32
36 ft. ... 6 12 58 ft. ... 12 76
38 ft. ... 6 46 60 ft. ... 13 20
40 ft. ... 6 80

(Common Extension).
20 ft. each ... \$2 60
22 " ... 2 86
24 " ... 3 12
26 " ... 3 38
28 " ... 3 64
30 " ... 3 90
32 " ... 4 16
34 " ... 5 10
36 " ... 5 40
38 " ... 5 70
40 " ... 6 00
44 " ... 7 48

(Common Single).

Fruit picking ladders, long nose, same price as common
22 ft., each ... 2 64
16 ft., each ... 1 76
14 ft., each ... 1 54
12 ft., each ... 1 20
single ladders; sort nose, 1c per 18 ft., each ... 1 96
20 ft., each ... 2 40
foot additional.
8 ft., each ... \$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., \$4.75; all brass, per doz., \$10; all brass, nickel-plated, per doz., \$15.
Banner Buggy ... 10 75
Banner Junior ... 11 75
Trulite ... 7 00
Wrightlights ... 7 00
Beacon ... 7 00
No. 2, or 4, plain cold blast ... 7 00
Short globe, pattern ... 7 00
Cold blast, japanned ... 7 00
Brass, well japanned ... 9 25
All brass ... 24 00
Little Bobs A.C., doz. ... 1 90

LANTERN GLOBES.

Cold blast, short ruby ... 1 75
Cold blast, common ruby ... 1 60
Cold blast, short ... 0 65
Cold blast ... 0 50
Prism globes ... 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. ... \$3 30
No. 34, per doz. ... 11 80
No. 34X, per doz. ... 11 80
No. 37, per doz. ... 13 40
No. 042, per doz. ... 15 25
No. 42, per doz. ... 16 25

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath ... 0 17
32-gauge, galv. metal lath ... 0 19

LEAD.

Trail, 100 lbs. ... 5 25 5 25
Lead Wool, 8c lb.
Sheets, 2½ lb. sq. ft. 7 50 7 50
Sheets 3 lb. sq. ft. 6 75 6 75
Sheets, 3½ lb. sq. ft. 6 62½ 6 60
Sheets, 4 to 6 lbs. sq. ft. 6 50 6 50
Cut sheets, ¾c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood ... 4 00
1626x9, Walnut pointed ... 4 50
1626x12, Rosewood ... 7 50
104x24, Triple stock (net) ... 21 00
104x27, Triple stock (net) ... 22 00
104x30, Triple stock (net) ... 23 15

LINES, PLOUGH.

Russia snap, per gross ... 33 00
Indian snap, per gross ... 27 00

MACHINES (WASHING). Each

Canadian ... \$5 00
Downswell ... 5 00
Hamilton ... 5 75
Re-Acting ... 7 50
Snowball ... 8 00
Noiseless ... 8 25
Sunlight ... 8 75
Momentum ... 8 75
New Century, style "A" ... 9 00
New Century, style "B" ... 10 00
New Century, Power, style "D" ... 24 00
New Idea, style "B" ... 11 00
Playtime, engine drive ... 11 00
Ideal Power ... 16 00
Seafoam, electric ... 60 00
Seafoam, engine drive ... 25 00
New Idea, electric ... 60 00
Sunshine ... 4 50
Popular, No. 1 ... 5 25
Economic ... 6 00
Champion ... 9 00
Excell-All ... 11 00
Blue Bell, without stand ... 9 00
Puritan Water Motor, complete ... 16 00
Hydro, One Tub, engine drive ... 26 00
Discount 25%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.
Stephenson Washers, \$6 net

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

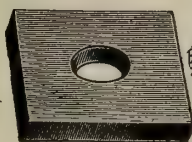
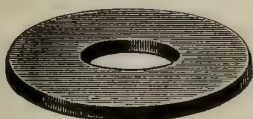


Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Wrought and Steel Plate WASHERS

of all descriptions



Annealed
Rivet Burrs

Felloe Plates

Sheared and
Punched Plates

Round & Square
Plain or
Galvanized

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.



From the most
Palatial House—

**For Every Finishing Need in
the Modest Cottage or the
Most Pretentious Home or
Skyscraper—There is a Per-
fect Berry Brothers Varnish.**

In selling varnishes to your trade—no matter the class or size of the job—do not lose sight of this important fact:

For 57 years Berry Brothers' products have been the choice of home owners, architects, builders, painters and decorators—because of sheer merit.

By selling Berry Brothers' Varnishes—you are promoting the best interests of your customer as well as your own. Among the most widely used Berry architectural finishes and the ones you should sell the most of are these two sterling products:

LUXEBERRY WHITE ENAMEL

Used on woodwork, metal or plaster it gives a beautiful rich, durable and washable finish—whitest white which stays white. It will not check, fade or turn yellow.

LIQUID GRANITE FLOOR VARNISH

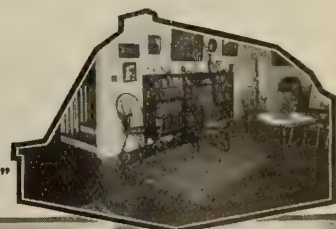
A perfect floor finish as lasting as its name indicates. It produces a tough elastic surface of surpassing beauty. It will not wear white, check or peel under the hardest kind of hard wear and tear.

Sell your trade a varnish that has proven itself by years of actual service—a varnish that sells on its own merit. Write for dealer proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Walkerville, Ontario

To the Little
Bungalow Home"



MALLET.		Per doz.
Tinsmiths', 2½ x 5½ in.	1 65	
Carpenters', round hickory	1 95	
Lignum Vitae, round, 5 in.	2 40	
Caulking, No. 8, oak	15 00	

MANGLES.		
Victor, each	\$14 25	
Woodyatt, each	6 60	

MIRRORS, FRAMED.		Doz.
Size glass, 4 x 6	1 00	
Size glass, 5 x 7	1 25	
Size glass, 6 x 9	1 60	
Size glass, 7 x 9	1 75	
Size glass, 8 x 10	2 00	
Size glass, 9 x 12	2 60	
Size glass, 10 x 14	3 10	
Size glass, 10 x 17	3 75	

MOPS.		
Mops, O-Cedar, doz.	\$12 00	
S. W. Mops, doz.	3 25	
New Wizard, small, doz.	8 00	
New Wizard, large	10 00	
Mop sticks, doz.	1 10	
Cast head mops, doz.	1 35	
Crescent, doz.	1 50	
Crank wringing, doz.	4 75	
Extra Cloths.		
Challenge, doz.	2 10	
Woven, cloths, doz.	1 35	

NAILS.		
Standard steel wire nails,		
Toronto, \$2.05 base; Montreal,		
\$2.15 base; London, \$2.05 base.		
Cut nails — Montreal, \$2.50;		
Toronto, \$2.70; London, \$2.70.		
Miscellaneous wire nails, 75%.		
Coopers' nails, 33 1-3%.		
Pressed spikes, 5/8 diameter,		
per 100 lbs., \$3 base.		

NAILS (HORSE SHOE).		Per box
Capewell.		
No. 4, in 25-lb. box	\$3 75	
No. 5, in 25-lb. box	3 75	
No. 6, in 25-lb. box	3 50	
No. 7, in 25-lb. box	3 25	
No. 8, in 25-lb. box	3 25	
No. 9, 10, 11 and 12, in 25-lb. box	3 00	
Less 10 and 5 per cent. off.		

NAILS (HORSE).		
M.R.M. cold forged process		
list, 10th January, 1912.		
Size.	Length.	Prices per 25-lb. box.
No. 3, 1½-inch		\$4 10
No. 4, 1½-inch		3 75
No. 5, 1½-inch		3 50
No. 6, 2½-inch		3 10
No. 7, 2½-inch		2 90
No. 8, 2½-inch		2 75
No. 9, 2½-inch		2 60
No. 10, 2½-inch		2 50
No. 11, 3-inch		2 45
No. 12, 3-inch		2 45

NETTING, POULTRY.		
2 in. mesh, 19 w.g., 50-10-5% off;		
1½ in. mesh, 50-10-5% off.		

NET PRICES ON SMALL SIZES POULTRY NETTING.		
½ in. x 22 ga. x 12-in., roll.	\$3 00	
½ in. x 22 ga. x 18-in., roll.	4 30	
½ in. x 22 ga. x 24-in., roll.	5 65	
½ in. x 22 ga. x 30-in., roll.	6 90	
½ in. x 22 ga. x 36-in., roll.	8 20	
1 in. x 20 ga. x 12-in., roll.	1 50	
1 in. x 20 ga. x 18-in., roll.	2 10	
1 in. x 20 ga. x 24-in., roll.	2 70	
1 in. x 20 ga. x 30-in., roll.	3 25	
1 in. x 20 ga. x 36-in., roll.	3 80	
1 in. x 20 ga. x 48-in., roll.	5 10	

OAKUM.		Per 100 lbs.
Best (American)	9 50	
U.S. Navy (American)	9 00	
New hemp (English)	7 00	
U.S. Navy (English)	6 50	
Navy (English)	6 00	
Best Navy	5 00	
Plumbers (spun)	4 00	4 00

OIL.		
Can. prime white		
petrol	0 13½	
Royalite	0 17	0 14
Palacine	0 21½	0 16½
Castor Oil, per lb.	0 08½	0 08½
Black oil (Summer)	0 12½	0 12
Black oil (Winter)	0 14½	0 14
Cylinder Green	0 35	0 35
Paraffine	0 22	0 20
XXX Machine	0 25½	0 21

OLD MATERIALS.		
F.o.b. Toronto		
Tea lead, pack, 2½ lb.		
Tea lead, chest, 3c lb.		
Lead (heavy pipe, etc.), 3½ c.		

Brass, heavy, 7½ c lb.		
Brass, light, 5½ c lb.		
Zinc, heavy, 4c lb.		
Copper, heavy, 10c lb.		
Old cast iron, \$10 per ton.		
Wrought iron, No. 1, \$6 per ton.		
Wrought iron, No. 2, \$2 per ton.		
Stove plate, \$9 per ton.		
Mach. compos., No. 1, 9c lb.		
Compos. turnings, No. 1, 8½ c lb.		
Rubbers, such as old rubber, boots and shoes, according to trim, 5½ c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½ c.		

PACKING (JUTE).		Per Coll Lots.
Fine jute, lb.	0 08½	
Beaver, lb.	0 07½	
Coarse sewer, lb.	0 06½	

PAPER, ETC.		
O.K. Paper, No. 1, per roll	0 95	
O.K. Paper, No. 2, per roll	0 70	
Per 400 ft. roll		
Plain Fibre, No. 1	0 50	
Plain Fibre, No. 2	0 32	
Tarred Fibre, No. 1	0 62	
Tarred Fibre, No. 2	0 43	
Tarred Fibre, Cyclone, 25 lbs., roll	0 62	
Dry Cyclone, 15 lbs.	0 50	
Tarred Fibre, Good Luck Brand, per roll	0 62	
Dry Fibre, Good Luck Brand, per roll	0 50	
Per 100 lbs.		
Oiled waterproof building paper, 600 sq. ft. roll	1 05	
400 sq. ft. roll	0 35	
O.K. Brand corded sheathing	0 40	
Sheathing (Surprise)	0 42	
Blue R-S Sheathing	0 50	
Dry fibre No. 1	0 35	
Dry fibre No. 2	0 35	
O.K. carpet felt	1 40	
Per 100 lbs.		
Heavy dry straw	1 80	
Heavy tarred straw	1 80	
Spruce sheathing	3 00	
Carpet felt, 16 oz.	2 60	
Carpet felt, 20 oz.	2 60	
Resin sized Fibre, per roll	0 43	
Asbestos Bldg.	3 25	
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00	
Liquid Roofing Cement, bbls., per gallon	0 17	
Liquid tins cement, 5s	0 19	
Crude coal tar, per bbl.	4 50	
Refined coal tar, per bbl.	5 00	
Shingle Varnish, per bbl.	5 00	
Caps, per lb.	0 05	
Rails, per lb.	0 05	
Mop Cotton, per lb.	0 17	
Tarred felt, Dominion, 7 oz.	2 10	

PICKS (CLAY).		
5 to 6 lbs., doz.	3 75	
7 lbs., doz.	4 00	
7 to 8 lbs., doz.	4 75	
8 lbs., doz.	5 00	

PINS, COTTER.		
Cotter pins, 90 p.c. discount.		

PINS, CLOTHES.		Per case
Selected full count.		
5 gross, 4-in. (loose)	\$0 80	
5 gross, 4½-in. (loose)	0 90	
5 gross, 5 in. (loose)	1 00	
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80	
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90	
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00	

PIN (ESCUTCHEON).		
Steel, discount, 50 per cent.		
Brass, 50 per cent.		

PIPE, STANDARD WROUGHT.		
Butt-weld.		
Size.	Black Galvanized	
¼" and ¾"	\$ 2 07	\$ 2 97
2"	2 51	3 44
¾"	2 88	4 03
1"	4 25	5 95
1½"	5 75	8 05
2"	6 88	9 63
2½"	9 26	12 95
3"	14 63	20 48
3½"	19 13	26 78
4"	23 00	32 50
4½"	27 25	38 15
Lap-weld.		
2"	\$ 10 73	\$ 14 43
2½"	14 92	20 77
3"	19 51	27 16
3½"	23 46	32 66
4"	27 50	38 70
4½"	34 93	47 63
5"	40 70	55 50
6"	52 80	72 00

7"	73 78	99 96
8"x25 lbs. per ft.	77 50	105 00
8"x28 lbs per ft.	89 28	120 96
9"	106 35	144 90
10"x23 lbs per ft	99 20	134 40
10"x40 lbs per ft	127 70	173 04
12"	175 00	

PIPE (LEAD).		
Lead pipe, 7½ c, 5% off.		
Lead waste pipe, 9c; 5% off.		
Traps and bends, 40% off.		

PIPE (SOIL).		
Medium and extra heavy pipe up to 6-inch, 65% and 10 off.		
7 and 8-in., 45% off.		

PIPE (CONDUCTOR).		
2 inch, in 10-ft. lengths	3 45	
3 inch, in 10-ft. lengths	4 20	
4 inch, in 10-ft. lengths	5 53	
5 inch, in 10-ft. lengths	7 60	
6 inch, in 10-ft. lengths	9 25	

PITCH.		
Pine, per bbl.	4 50	

PLANES.		
Wood bench, Can., 15 per cent		
Wood, fancy, 30 to 35 per cent.		
Prices, Pliers and Nippers.		
Button's, genuine, 37½ to 40 per cent.		

PLATES (BOILER).		
Montreal Toronto		
Plates, 1¼ to 1½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80

PLUGS (METAL).		
Painted wall plugs, per 1,000	\$20 00	
Galv. wall plugs, per 1,000	23 00	

POLISH.		Doz.
O-Cedar, 4 oz. bottles	\$2 00	
O-Cedar, 12-oz. bottles	4 00	
O-Cedar, 1-qt. can	10 00	
O-Cedar, 2-gal. cans	16 00	
O-Cedar, 1-gal. cans	24 00	
Liquid veneer, 4-ozs.	2 00	
Liquid veneer, 12-ozs.	4 00	
Liquid veneer, quarts	8 40	
Tandem metal polish paste.	6 60	
Axolene brass cleaner, 100 in pkg.	6 50	

RAZORS.		Per doz.
Boker's King Cutter	14 50	
Henckel's	7 50	20 00
Gillette Safety, each	3 75	
Star Safety Razor, 33½ per cent.		
Edelweiss	17 50	
Ever-Ready, doz.	9 00	
Ern Razors	6 00	18 00
Ern Junior Razor	14 50	

REELS, HOSE.		
Plain wood, each	0 75	
Plain wood, with drum, ea.	0 95	
Metal	1 40	

RIVETS AND BURRS.		
Iron rivets, blacked and tinned, 75%.		
Iron burrs, 75 per cent.		
Copper rivets, usual proportion of burrs, 35 and 12½; burrs, 30 and 12½ per cent.		
Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.		
Coppered Rivets, net extras.		
2½ c per lb.		

ROOFING.		
Tarred felt (7 oz.)	\$2 10	
Tarred felt (10 oz.)	2 10	
Tarred felt (16 oz.)	2 16	
Per roll		
2 ply R.R.	0 75	
3 ply R.R.	0 95	
2 ply R.R., complete in roll	1 15	
3 ply R.R., complete in roll	1 35	
Samson, 1-ply, roll	1 45	
Samson, 2-ply, roll	1 90	
Samson, 3-ply, roll	2 30	
Amatite roofing, per sq.	2 20	
Ready 2 ply, Shield, per roll	0 75	
Ready 3 ply, Shield, per roll	0 95	
Tarred 210 roofing felt.		
Tarred roofing felt, cwt.	2 10	
Campo certainteed, 1 ply	1 25	
Compo certainteed, 2 ply	1 55	
Compo certainteed, 3 ply	1 85	

ROPE.		Lb.
Pure Manila basis	14	
British Manila basis	11	
African hemp basis	11	
Sisal basis	9½	
Double lath yarn basis	9½	

Single lath yarn basis	8½	
Russian deep sea line basis	23	
Russian tarred ratline basis	19	
Russian tarred bolt rope basis	21	
Jute rope basis	11	
Italian rope basis	24	

Basis (¾" dia. and larger).		
Cotton rope, 3-16 and larger	0 1	
Sisal Clothes Line.		
3 ply, 30 ft.	0 45	
3 ply, 40 ft.	0 60	
3 ply, 48 ft.	0 72	
3 ply, 60 ft.	0 90	
3 ply, 72 ft.	1 08	
3 ply, 100 ft.	1 50	
6 ply, 40 ft.	0 95	
6 ply, 48 ft.	1 15	
6 ply, 60 ft.	1 45	
6 ply, 72 ft.	1 75	
6 ply, 100 ft.	2 40	

RULES, BOXWOOD.		Per doz.
Rabone's.		
No. 1375-2 ft.	(51)	1 80
No. 1101-2 ft.	(52)	3 96
No. 1167-2 ft.	(7)	3 60
No. 1106-2 ft.	(53½)	4 10
No. 1375-3 ft.	(68½)	2 50
No. 1112-3 ft., h/2 bound.		6 00
No. 1190-With level		8 85
No. 1493-Brass blacks/hs		1 70
No. 1494-Brass blacks/hs		2 20

SAWS.		
Atkins Hand and Crescent, 25 p.c.		
Disston's Hand, net prices, new list.		
Simonds' Hand, 15 per cent.		
Shurly & Dietrich, 35 per cent.		
Spear & Jackson, 40 per cent.		

SCALES.		
Imperial standard	30%	
Champion Even Balance	45%	
Champion Union	50%	
Champion Platform	45%	
Gurney Standard	30%	

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BRAND
WINDOW
GLASS**



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TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

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Simple
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Compact



1796 Iron
3/8 screw ... 4/
1/2 screw ... 6/6
1795 Brass
3/8 screw ... 5/6
1/2 screw ... 8/6
1797 Gun Metal
3/8 screw ... 6/6
1/2 screw ... 10/6
each.

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G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

NETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10 p.c. off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized.

	Queen's	Fleur-de-Lis	Gorbals
gauge Head			best best
16-20	3 50	3 45	3 80
22-24	3 85	3 55	3 85
26	4 10	3 90	4 10
28	4 35	4 10	4 35

Colborne Crown — 16-20 gauge, \$3.00; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

	Apollo Brand.	Montreal	Toronto
14 gauge		2 35	
16 gauge		2 95	
18-20 gauge		3 10	
22-24 gauge		3 45	3 20
26 gauge		3 70	3 55
28 gauge		4 05	3 70
10% oz.		4 25	3 90

SHELLERS, CORN.

Black Hawk, doz.	18 00
Mouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels 60 55 and 2 1/2			4.
Socket ac'ps. 50 and 5	45 and 5		
4 scoops 50			
Drain. tools 60 60			
Scoops 50 and 5	45 and 5		
Hollow backs			
and sand. 60	45		
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.			

SIFTERS, ASH.

Wood sifters, doz.	\$ 1 75
Rocker, No. 1, each	3 60
Rocker, No. 3, each	2 50
Banner, each	1 75

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24 \$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c. SNAPS.	
Harness, 25 per cent.	

SOLDER.

	Montreal	Toronto
Tinker's bar	0 21	0 27
Wire solder, lb.	0 24	0 28
Bar half-and-half. 0 22		0 25

SOLDERING IRONS.

Base, per lb., 28 cents.	
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SOLDER WIPING.

Acme	0 20
Commercial	0 21 1/2
Easy	0 21 1/2
Star Extra	0 22
Strictly standard wiping 0 24	

FELTER.

Foreign, per 100 lbs. 9 00	9 00
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TABLES.

100-lb. kegs	4 50
25-lb. boxes	4 85
10-lb. boxes	5 25
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12
Bright Fence, 100 lb. kegs 2 50	
Bright Fence, 25-lb. boxes 2 50	
Galv'd fence, 100-lb. kegs 2 85	
Galv'd fence, 25 lb. boxes 3 10	
Cooper's staples, 45 p.c.	
Bright spear point, 75 p.c.	

SWEEPERS, CARPET.

Univ. Japd., cyco bearing.	24 00
Univ. N.P., cyco bearing.	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing 30 00	
te. ball-bearing	34 00
Am. Queen N.P., ball-bearing 32 00	
Parlor	35 90

WINGS.

Baby, 2-passenger, each ..	\$2 75
Ontario, 2-passenger, each 3 75	
Ontario, 4-passenger, each 4 25	
Stratford, 4-passenger, each 5 50	

Boys' Gliding Settees with

awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, glimp, 82%; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in paper, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87%; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Luskina.

Ass skin, No. 713, 50 ft., doz. 2 85	
Ass skin, No. 714, 66 ft., doz. 3 40	
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Rabone's.	

Tape Lines, linen, No. 2601	
x50, each	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.	
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TIES (METAL).

Galv. wall ties, per 1,000.	\$5 00
Painted wall ties, per 1,000.	5 00

TIES, COW.

McKinnon, 40% discount.	
Greenings, 40% discount.	

TIN.

Montreal Toronto	
Tin, per lb.	39-40 39-40

TINNERS' TRIMMINGS.

Discount, 45%.	
Plain, 70 and 5%.	
Re-tinned, 72 and 5%.	

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.	
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TRAPS (STEEL AND GAME).

Newhouse, 40%.	
Hawley & Norton, 57 1/2%.	
Victor, 70%.	
Onelda Jump, 65%.	

TRESTLES.

5 ft., each. \$1.50	14 ft., each. \$4.20
8 ft., each. 2.00	16 ft., each. 4.80
10 ft., each. 2.50	18 ft., each. 5.40
12 ft., each. 3.00	20 ft., each. 6.00

TROWELS.

Disston's, 10%.	
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TWINE (Binder).

650 ft., per lb.	0 13 1/2
600 ft., per lb.	0 11
550 ft., per lb.	0 09 3/4
500 ft., per lb.	0 09 1/4
5 ton lots, 1/4c per lb. allowance.	
10 ton lots, 3/4c lb. allowance.	
Delivered in 300-lb. lots and over.	
Wrapping cotton	
4-ply	0 21 1/2
3-ply	0 19

TUBES.

Boiler Tubes.

	Montreal	Toronto
100 ft., 1 1/2 in.	10 45	9 75
100 ft., 2 in.	9 60	8 25
100 ft., 2 1/2 in.	10 25	
100 ft., 2 1/2 in.	12 25	10 65
100 ft., 3 in.	13 30	11 00
100 ft., 3 1/2 in.	15 55	13 00
100 ft., 4 in.	19 80	16 75

TUBS.

	Samson Galvanized.
No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80

Common Galvanized.

No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

	Per nest.
Nests of 3-0, 1 and 2	\$2 38
Nests of 3-1, 2 and 3	2 05
Nests of 4-0, 1, 2 and 3	2 95
No. 0, per doz.	11 00
No. 1, per doz.	9 00
No. 2, per doz.	8 00
No. 3 per doz.	7 00

V

VALVES, ETC.

Ground work, 55%.	
Stand, compr. work, 65%.	
High-grade compr. work, 55%.	
Cushion work, 55%.	
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.	
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.	
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.	
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.	

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 50%.	
Copper tea and coffee pots, 50%.	
Copper pitts, 30 and 5%.	
Foundry goods, hollow ware, 40 and 5%.	

WARE, ENAMELED.

White ware, 75%.	
Canada, Diamond, Premier, 50 and 10%.	
Pearl, Imperial and Colonial steel, 60 and 10%.	
Star decorated steel, 33 1/2%.	
Hollow ware, tinned steel, 40% off.	
Enamelled street signs, 50%.	

WARE, TIN, PIECED.

Discount, 35%.	
10-qt. flaring sap buckets, 35%.	
6, 10 and 14-qt. flaring pails, 35%.	

Copper bottom tea kettles and boilers, 35%.	
Coal hods, 35%.	
Roller and tea kettle pits, 30 and 5%.	

WARE, STAMPED.

Plain, 72 1/2 and 5.	
Retinned, 72 1/2 and 5.	
Tinners' trimmings, 72 1/2 and 5.	

WASHERS, IRON.

Full box, 45 per cent. smaller.	
Full box, 45 p.c. smaller lots.	
30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.	

WEATHERSTRIP.

Narrow wood and felt.	1 1/4c ft.
Medium wood and felt.	1 1/2c ft.
Wide wood and felt.	2 1/4c ft.
All felt Frost King ..	\$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs.	2 00
Sectional, 1/2 lb., per 100 lbs.	2 25
Solid, 3 to 30 lbs., per 100 1 60	

WEIGHTS.

Smarts, Horse, 3 1/2c lb.	
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WHEELBARROWS.

Navy, steel wheel, doz.	21 00
Garden steel wheel, doz.	32 40
Light garden, per doz.	22 80
Heavy garden, L-side	33 00
Heavy farm, solid side	33 00

WHIFFLETREES.

Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular steel, 36 ins.	1 25
Tubular steel neckyokes, 36 inches	1 25
Tubular steel doubletrees, 40 inches	0 95
Tubular steel lumbermans, 44 inches	0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.	
Copper wire, 50 and 2 1/2 per cent.	
Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.	

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17 \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, 12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.30; No. 14, \$2.40; No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright soft drawn 15c; charcoal (extra quality), \$1.25; packed in casks or cases, 15c; bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft rolls \$1.50 per 100 sq. ft.; in 50-ft. rolls \$1.55 per 100 sq. ft. Rustless screen, 7c sq. ft. Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt.
Barb	2 35
No. 9, coil spring	2 25
No. 9, plain galvanized ..	2 15
No. 12, plain galvanized ..	2 30
No. 13, plain galvanized ..	2 40
O. & A., No 10	2 30
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands 24 wires, 3/8, \$5; 1 inch, \$16.80. Black, 1st grade, 6 strands, 19 wires, 3/8, \$5; 1 inch, \$15.10. Per 100 feet, f.o.b. Toronto.

WIRE B

Alabastine is selling better now than ever before. Why? BECAUSE

The vogue for plain tints and water color effects is rapidly increasing. Alabastine is the oldest and best known brand, and you can safely recommend it as the most artistic, sanitary, and practical material. More satisfying results can be obtained at 25 per cent. to 50 per cent. less cost than with wall paper or paint.

Improved Quality. Alabastine is now made by a new process and mixes quicker, brushes easier, covers better, and lasts longer than any other article of the kind. The new goods are marked "Slow Setting," meaning that it can be left mixed indefinitely and remain in good working condition. Painters and expert decorators use and highly recommend the new goods.

The Alabastine Service. We have trade-winners in our store helps and premium offers. Drop a line to us or your jobber and get full information about the Special Brush or Cash Premium to Painters and free Stencils to users of Alabastine in packages only. Also an entirely new, bigger and better line this year, of Color Cards, Wall Books, Color Plan Books, and Stencil Catalogues. Get in line for the big, new, attractive Display Cabinet and Window Trim.

We have recently established service stations as follows:

Winnipeg—Burrow, Stewart & Milne Co., Ltd., 130 James Ave. Vancouver—Norman Jessiman, 2370 Cornwall St. Toronto—M. M. Patterson, 30 Garden Ave.

The Alabastine Company of Paris, Limited
PARIS, - ONTARIO



Painters—Save 100 large words ALABASTINE for Premium.

Made in Canada

Alabastine is made in Canada, from Canadian and British materials, entirely. Our extensive newspaper and magazine advertising in 1915 will bring out this feature clearly, and it gives Alabastine a big advantage over the wall coatings made in the United States.

Amatite

ROOFING

Its mineral surface is fire-resisting. To buy it means satisfaction.

Saves labor, trouble, money

The first cost of Amatite is low.

You can easily lay it yourself — a saving in labor and expense.

It requires no painting, a big saving in money, labor and annoyance.

Sample on request.

THE PATERSON MANUFACTURING COMPANY, LIMITED

Montreal Toronto Winnipeg Vancouver St. John, N. B. Halifax, N. S. Sydney, N. S.



BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs. 5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

Bronzing Liquid.

Bronzing liquid, No. 1 ..\$1 75

Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ..\$14 70

Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2 55 \$3 60

COLORS (DRY).

Raw Umber 100 lb. keg. 0 09

Burnt Umber, 100 lb. kegs 0 09

Raw Sienna, 100 lb. kegs 0 09

Burnt Sienna, 100-lb. k. ... 0 09

Imperial green, 100 lb kegs 0 12

Italian red, 100 lb. kegs. ... 0 05

Brunswick green, 100-lb. k 0 06

Indian red, 100 lb. kegs. ... 0 10

Indian red, No. 1, 100 lb. k 0 06

Vermilion, 100 lb. kegs. ... 0 20

Drop black, pure dry ... 0 12

Golden ochre, 100 lb. kegs 0 03½

White ochre, barrels ... 0 04

Yellow ochre, barrels ... 0 01½

Spruce ochre, 100 lb. kegs 0 02

Canadian red oxide, bbls. 0 02

Super magnetic red ... 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, 0 12

pure ... 0 23

Chrome yellow, pure ... 0 14

Golden ochre, pure ... 0 12

French ochre, pure ... 0 11

Chrome green, pure ... 0 15

French permanent green, pure ... 0 20

Signwriters' black, pure. 0 06

Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; pat-

ent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

Alba-Gloss enamel ... 4 00

Anchor Floorlustrer ... 1 80

FILLER.

Luxeberry Enamel\$5 00

Screen Enamel B.B. 1 65

GLUE.

Per lb.

French medal ... 0 15

English common sheet. ... 0 10

English prima ... 0 17

White pigfoot ... 0 21

Perfection amber, ground,

No. 1230 ... 0 13

Cake, bone, 112-lb. bags. 0 10

Hide, 112-lb. bags ... 0 15

Gelatine, 112-lb. bags ... 0 20

Ground glues, 112-lb. bags—

No. 1 ... 0 11

Extra ... 0 15

GLASS.

(TORONTO QUOTATIONS).

Size United Inches. Star.

Under 26\$8 50

26 to 40 7 00

41 to 50 7 40

51 to 60 8 00

61 to 70 8 75

71 to 80 9 50

81 to 85 10 50

86 to 90 10 50

91 to 95 10 50

96 to 100 10 50

Double Diamond.

Size United Inches. Star.

Under 26\$8 50

26 to 40 10 00

41 to 50 11 70

51 to 60 12 00

61 to 70 12 75

71 to 80 13 85

81 to 85 17 50

86 to 90 18 85

91 to 95 19 20

96 to 100 22 75

101 to 105 32 00

106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft., 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	20.50	
91 to 95	22.00	
96 to 95	25.00	
101 to 105	32.00	
106 to 110	36.00	

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5 per cent. off list, delivered.

City discount, 45 and 5 per cent. off.

Toronto:

Country discount, 40½ off list delivered.

City, 42½ off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine\$8 75 \$8 90

"Anchor," pure ... 8 45 8 60

Green Seal ... 8 45 8 60

Brandram's B.B. Gen-

uine ... 9 45 9 60

C.P. Co. decorat's pu. 8 45 8 60

Crown and Anchor,

pure ... 8 65 8 80

Decor'or's Pure (Wpg) ... 8 60

Moore's Pure White

Lead ... 8 45 8 60

Painter's Perfect ... 7 95 8 10

Ramsay's Pure Lead. 8 45 8 60

Ramsay's Exterior ... 8 15 8 30

Tiger Pure ... 8 45 8 60

"James Genuine" ... 10 00 10 15

Stephens' H. P. P. (Win-

nipeg) ... 8 70

Less than ton lots, 30c per cwt.

higher.

LEAD (RED DRY).

Genuine, 560-pound

casks, per cwt. ... 8 00 6 38

Genuine, 100-pound

kegs, per cwt. ... 8 25 6 75

No. 1 casks, per 100

lbs. ... 7 75 6 25

Less quantity ... 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots. \$17 50

2 lb. pkgs., per 100 lbs. 15 00

5 lb. pkgs., per 100 lbs. 12 00

25 lb. pkgs., per 100 lbs. 11 00

100 lb. pkgs., per 100 lbs. 9 75

200 lb. kegs, per 100 lbs. 9 60

300 lb. pkgs., per 100 lbs. 9 50

600 lb. casks, per 100 lbs. 9 00

MURESCO.

Tints in 5 lb. packages, per 100

lbs., \$5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls. See weekly report

PAINTS (PREPARED).

Per gallon

In qt. tins

Sherwin-Williams paints,

base ... 2 00

Canada Paint Co.'s pure. 2 00

Elephant and Prism ... 1 80

Benj. Moore Co.'s

"Egyptian" Brand 1 45

Moore's house colors, per

gallon 1 75

Brandram-Henderson's

"English" 2 00

Fresco-Tone, in quarts. ... 1 80

Ramsay's paints, pure ... 1 80

Ramsay's paints, Thistle. 1 60

Martin-Senour, 100% pure. 2 00

Senour's floor paints ... 1 60

Jameson's Crown and An-

chor brand 1 60

Stephens' House Paint

(Winnipeg) 1 90

Stephens' Floor Paint

(Winnipeg) 1 75

Silkstone Wall Color. ... 2 00

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 90

PARIS GREEN.

Prices f.o.b. Montreal, Quebec,

Halifax and St. John.

C.P. Co. Bergers

600-lb. casks 16 16¾

250-lb. casks 16¾ 17

100-lb. drums 17¼ 18

50-lb. drums 17¼ 18

25-lb. drums 17¼ 18¼

1-lb. pack, 100 case. 19¼ 20¼

¼-lb. pack, 100 case 21¼ 22¼

1-lb. tins, 100 case. 20¼ 21¼

¼-lb. tins, 100 case. 23¼ 24¼

Prices f.o.b. Toronto, Hamilton

and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks. ... 0 08¾

Orange Mineral, 100-lb.

kegs 0 05¾

PRIMER.

Gal.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.

1 lb. cans\$0 18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kegs 0 11

¼ barrels 0 10½

Barrels 0 10

PUTTY.

Standard

Montreal Toronto

Bulk, in casks 2 30 2 40

Bulk, 100-lb. drums. 2 50 2 60

Bulk, 25-lb. drums. 2 60 2 70

Bladders, in bbls. 2 80 2 90

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange,

30c lb.

TAR (PINE TAR).

Half pint tins, per doz. ... 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH.**REMOVER.**

Taxite, 1 gal. cans 2 10

Cumoff 2 10

TURPENTINE.

Montreal Toronto

5 gal. See weekly report

Pure, single bbls.

See weekly report.

SLATING.

Gal.

2 to 4 bbls. 0 60 0 64

Liquid Slating, B.B.\$3 00

STAINS.

Gal.

Oil, & Spirit, Berry Bros. \$2.50

Water Stains, Berry Bros. 1.25

Berrycraft stain finish ... 3 00

Shingletint, 5 gal. cans ... 1.15

VARNISHES.

Per gal. cans

Stones Which Outsell the Mail Order Man

Competition is mighty close nowadays. You know that! Every dealer needs to watch that he stocks only goods which give absolute satisfaction as long as they are used. Stock quality! Talk quality! Show your customers the advantage of buying guaranteed merchandise of known reputation, right at home. That's the way we sell

Cleveland Grindstones

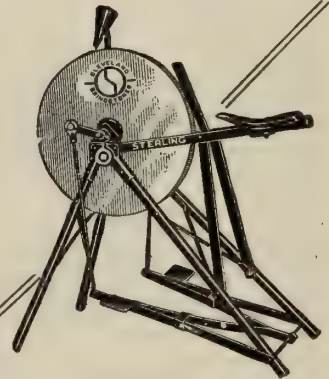
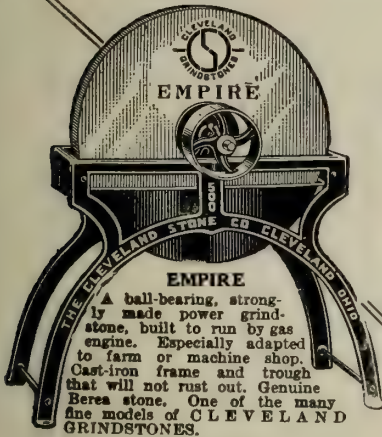
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Here are the only genuine Berea stones—the acknowledged world-standard grindstone rock. Every one personally selected for proper grit by experts of 50 years' experience. Every one guaranteed to wear evenly and smoothly. Fair priced to the dealer, allowing a good profit. Delivered to you by a nearby jobber. We make it easy for you to sell Cleveland Grindstones, and keep your home trade. We tell how in a mighty strong book—

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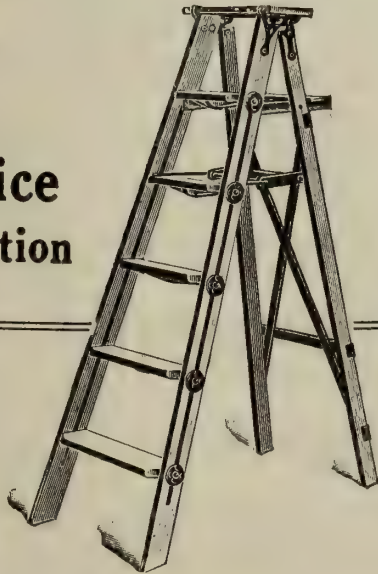
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THE CLEVELAND STONE CO.
Leader-News Bldg., Cleveland, O.



STERLING
Ball-bearing with steel tubular frame. Rigid and strong. Genuine Berea or Huron stone. Shipped knocked down and crated. Only one bolt to set.

**Strength,
Safety,
Service
and Satisfaction**



Hercules Step Ladders

Absolutely the strongest made. Best materials used throughout. Steps and top wide and strongly trussed. Will hold over a ton and a half of weight.

All iron and steel parts are finished in aluminum, which with the clear bright wood makes this pattern one of the most attractive, easiest sellers on the market.

Made in lengths of 4, 5, 6, 7, 8, and 10 regular weight, and extra heavy 10, 12, 14, and 16 feet

Drop us your request for complete catalog on Ladders, Camp and Lawn Furnishings, etc.

The Stratford Mfg. Co., Limited
STRATFORD, CANADA

GLASS

of
every description
for building purposes

*Sheet, Plate, Figured
Leaded, Mirrors*

A trial will convince you that our quality, prices and service are a triple combination hard to beat.

**The Consolidated Plate Glass
Company of Canada, Ltd.**

241 Spadina Ave., Toronto.
30 St. Sulpice St., Montreal.
375 Balmoral St., Winnipeg.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00

ANVILS.

Peter Wright, 80 lbs. and up, 12½c per lb.; clip horn, 13½c.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3½ lb., \$8.00; 4 lb., \$8.25; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$8.50; 3 lb., \$8½ lb. and 4 lb. \$10; Black Prince Axes unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., \$28 per doz; 7½ to 9 lb., \$30.80.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$8.50; Brittain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list. Leather.

Agricultural leather belting, 66 2-3 per cent. off the list. No. 1, 66 2-3 per cent. off list. Standard, 60 per cent. off list. The "double" list is just twice the price of "single".

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides, 95c; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent. Steel, 50 per cent.; wood, 60 per cent. Wood, tackle, common, 60 per cent.

BOLTS.

Carriage, ¾ and smaller, 60%; 7-16 and larger, 50%; machine, ¾ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2c off; case lots, \$2.75 off; stove bolts, 77½%; sleigh shoe bolts to ¾, 50%; 7-16 and up, 40%.

BUILDING PAPER.

Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coll, 3-16 in., \$10.00; ¼, \$7.25; 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75; 1, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾, \$4.25. Logging, 5-16, 6¼c; ¾, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$7.41 each.

CLEAVISES, MALL.

7½c per lb.

COPPER.

Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24 fl., 26c; 27½c.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 10%. Nicholson's, 65%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

GASOLINE.

Painters' naphtha, bbls., 21c per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75. Mounted on steel frames, \$4.50.

HINGES.

Light T and strap, 60%. Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20. Corrugated strap, 4, 5, 6, 8, 10, and 12, 80c, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.90.

IRON, GALVANIZED.

Apollo and "Fleur" Queen's de Lils "Head." 10% oz. or 28 Eng. 4 75 5 10 26 Am. or 26 Eng. 4 50 4 85 26 Am. or 26 spec'l 4 25 4 60 24 Am. and Eng. 4 10 4 45 22 Am. and Eng. 4 10 4 45 18 & 20 Am. & Eng. 4 00 4 30 16 Am. and Eng. 3 85 4 15

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb. Mrs. Pott's No. 55, set ... 0 95 Mrs. Pott's No. 50, set ... 1 00 Asbestos Sad Irons. No. 100, set 1 80 No. 70, set 1 65 Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 25 No. 20, X-ray 11 00 No. 22, Dash-board 9 75 Trulite short globe, doz. ... 7 25

LEAD PIPE.

\$7.50 coil; less coil, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.

Raw, per gal., 79c; boiled, per gal., 82c. These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for can, etc.

LOCKS.

Peterboro and fittings, 45 p.c.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capwell, 10 and 5 off list.

NETTING.

Poultry, 50 per cent.

NUTS.

Square and hex., small lots, f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	vanized
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 26

OILS.

Silver Star oil, 18½c gal.; Royalite oil, 16c gal.; Palacine

oil, 18½c gal.; Capital Cylinder, 56c gal.; Standard gas engine oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4½c; Venetian red, barrel, \$2; less than barrels, \$3; American vermilion, 12c; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, \$8.50. 9c lb. for less.

PARIS GREEN.

1 lb. pkgs., 21½c. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.

¾ inch, \$3.50; ¾ inch, \$3.60; ½ inch, \$4.20; ¾ inch, \$5; 1 inch, \$7.35; 1¼ inch, \$9.90; 1½ inch, \$12; 2 inch, \$16; 2½ inch, \$25.60; 3 inch, \$33.45.

IRON PIPE.

Black, ¾ inch, \$2.50; ¾ inch, \$2.60; ½ inch, \$3.20; ¾ inch, \$3.75; 1 inch, \$5.50; 1¼ inch, \$7.45; 1½ inch, \$8.90; 2 inch, \$12; 2½ inch, \$19.25; 3 inch, \$25.15; 3½ inch, \$30.25; 4 inch, \$35.80; 4½ inch, \$42.35; 5 inch, \$49.75; 6 inch, \$64.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.65; 8 inch, \$4.90. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24, \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-20, \$3.15.

PLOW SHARES10c per lb.

POINTS.

Landslide plow, 1½ x 14 in., \$1.75 per dozen.

PUTTY.

100-lb. drums 3 00 25-lb. irons, per cwt. 3 10 1½-lb. tins 0 06

RASPS.

Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURS.

Iron rivets, 55 per cent.; copper, No. 8, 32c; No. 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs. No. 8, 36; 10, 38c; coppered, No. 8, 17s; 10, 18c.

ROPE.

Sisal, 10½c base; pure Manila, 15½c base; British Manila, 12c base; lath yarn, 9½c base.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80 10 and 5 per cent.; flat head, 85 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25. Grass, \$7.25 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, \$9.65; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask lots, 10½c; small lots, 10½c.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz. Scoops, D-handled, "Black Cat." No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.50.

SNATHS, SCYTHE.

Grass, No. 2, \$7.25; brush, No 1, \$5.25.

SOLDER.

Per pound, 25 to 26 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16, \$4.15; ¾, \$3.90; 7-16, \$3.50; ¾, \$3.75; ¾, \$3.75.

STAPLES.

Bright wire per cwt., \$2.55 at Fort William, \$2.95 Winnipeg; galvanized staples, \$3.25 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; harrow, \$3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE. Rivet. Paten'd 6 in., per 100 ft.... 9 00 7 in., per 100 ft.... 9 50

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42 7 inch, per doz. 1 59 8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75c.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish	4 00
Extra light hard oil	1 90

VICES.

Peter Wright's solid box vises, 45 lbs. and over, 14½c lb.

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.

42½ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead, \$9.40 per cwt.

WIRE, BARB.

Per Spool of 60 Rods f.o.b. Lyman 4-point, Fort William, \$1.90; Winnipeg, \$2.25; Glidden 2-point, Fort William, \$1.77; Winnipeg, \$2.10; Baker 2-point, Fort William, \$1.75; Winnipeg, \$2.07; Alberta 2-point, Fort William, \$1.65; Winnipeg, \$1.93; American special 2-point, Fort William, \$1.40; Winnipeg, \$1.65; plain twist, per 100 lbs., Fort William, \$2.80; Winnipeg, \$3.20; coil spring, No. 9 (coiled), per 100 lbs., Fort William, \$2.20; Winnipeg, \$2.60; No. 12 (coiled), Fort William, \$2.30; Winnipeg, \$2.70; plain galvanized wire, No. 9 (plain), Fort William, \$2.15; Winnipeg, \$2.55; No. 12 (plain), Fort William, \$2.25; Winnipeg, \$2.65.

WIRE CLOTH.

Patented screen, in 100 ft. rolls, \$1.60 per hundred sq. feet; in 50 ft. rolls, \$1.70 per 100 sq. feet.

WIRE, PLAIN.

\$2.90 base. Bale ties, 14 gauge, single loop, \$3.65 Winnipeg, \$3.25 Fort William.

WIRE (STOVEPIPE).

18 and 19 gauge, 5½c per lb.

WRINGERS.

Royal Canadian, \$38 per doz.; Eze, \$42 per doz.; Bicycle, \$48 per doz.; Ajax, \$8 each.

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

The new decorative, durable, sanitary finish for plaster or metal walls and ceilings and for refinishing burlap. Silkstone takes the place of wall-paper and kalsomine—is better because it may be thoroughly cleansed by simply washing with warm water and soap—is not affected by steam or moisture—especially suited to Bath Rooms, Kitchens, Dining Rooms and Bedrooms.

SILKSTONE FLAT WALL COLOURS
SHOULD FORM PART OF YOUR
“THIS SEASON’S” STOCK. THEY ARE
READY SELLERS TO ALL INTER-
ESTED IN INTERIOR DECORATION.

Full information, color cards, terms and prices on request.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG AND CALGARY



TORONTO, CANADA

KEEP THE SHOOTING CLUB IN MIND MR. DEALER

With half a million active trapshooters and nearly 4,000 shooting clubs, there is going to be "something doing" this year. Every one of these "powder burners" must have shells. The store selling



SPORTING POWDERS BULK OR DENSE

is the sportsman's headquarters—he relies on the other goods being up to the high grade of the DU PONT Loads you sell.

Go after the trapshooters. Get in the game yourself. Be a "mixer". Keep the guns busy. Boost the shooting game. It pays.

If you want advertising help, window displays, sporting powder booklets, send your "S-O-S" to Dept. 429-D. We'll be listening for your call.

DU PONT POWDER COMPANY
Established 1802
WILMINGTON, DELAWARE

Let us
Place this
Case of
Fresh Seeds
on your
Counter



SELL as many as possible, and the remainder may be returned at the end of the season at our expense. Our compact and attractive counter display case contains the assortments as above, and you will add many dollars to your profits if you will let us send you one or more, as your trade requires, on commission, all charges paid by us.

WM. RENNIE CO., LIMITED, Toronto



Maple Leaf Brand Stitched Cotton Duck Belting

Excels all others in economy, strength, efficiency, and true running, whether for Transmission of Power or Conveying. At a recent test it stood a breaking strain 50% greater than leather, and 25% greater than the rubber belt.

"Maple Leaf" Belt Dressing

The best for all kinds of belts. Very satisfactory and profitable goods for all dealers. Write for prices and sample.

**Dominion Belting
Company, Limited**
HAMILTON, CANADA



*Your copy
is ready*

Handy to handle.
Time and bother saving.
A complete selling index of 3,800
styles, sizes and finishes of

Red Devils

BETTER THAN NECESSARY TOOLS

Send
to
day

Smith & Hemenway Co. Inc.
150 Chambers St.
New York, N.Y.

ILLUSTRATED NET PRICE LIST
OF
SMITH & HEMENWAY CO. INC.
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FACTORIES
Irvington, N. J.
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MANUFACTURERS OF
"RED DEVIL" TOOLS
AND HARDWARE SPECIALTIES

48
pages
full
of
information!

TABLE-TOPS

HOW CAN YOU GET A
BRIGHT, CLEAN, LONG-
WEARING KITCHEN
TABLE-TOP EXCEPT BY
USING

ALUMINIUM

Sheet for Covering?

WE HAVE SUPPLIED
MANY HUNDRED SQUARE
FEET OF SPECIALLY PRE-
PARED SHEET FOR
TABLE-TOPS. THE COST
IS SURPRISINGLY LOW.
MAY WE QUOTE YOU?



THE
British Aluminium Co.
of London, England Limited
60 W. FRONT ST., TORONTO

Eastern Agents: Spielmann Agencies, Montreal.
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Winnipeg.

Handle your Oils and Gasoline with the Wayne Pump

IT PREVENTS WASTE
DUE TO EVAPORATION,
LEAKAGE AND SPILL-
ING AND MAKES THESE
GOODS MORE PROFIT-
ABLE.

It saves time and labor, as
there is no constant filling
and handling of measuring
cups, and does away with
dust and unpleasantness.

Throws a pint, quart, half-
gallon or gallon, and mea-
sures exactly.

Works easily, and when not
in use can be securely lock-
ed. Gears are completely
housed. All parts accurately
machined and thoroughly
tested, and are interchange-
able.

If you are interested in a
clean, safe, money-saving
way of handling oils and
gasolines, jot down a line
for full particulars on the
Wayne System NOW.

**THE WAYNE OIL TANK
AND PUMP COMPANY**
WOODSTOCK, ONT.



Tell us what you have been get- ting in GERMAN and AUSTRIAN WOODENWARE SPECIALTIES

— WE CAN SUPPLANT THEM —

It is our aim to keep our plant
running as in
usual times and afford all the work
possible to our employees during
winter.

We would be pleased to have sug-
gestions from the Wholesale and Re-
tail trade and to pay for samples you
would submit of anything we could
make here.

More washings will be done at home for a time
now than have been for some years. This means
a larger demand for Washboards, Pails and Tubs.
"Cane" quality and finish assure easy sales and
satisfaction.

All our Standard products are stocked to render
quick shipment.

Hardware Merchants, order from your whole-
sale!

The Wm. Cane & Sons Co., Ltd.
NEWMARKET ONTARIO



Tell Your Customers

to beautify their homes by fencing the lawn
and garden with Peerless Ornamental Fence.

YOUR success in the sale of fencing does not
depend so much on your sales ability as on
the fencing you sell. It's fence service—
not price—that brings you customers. Ours is a fence of ser-
vice—a fence of repeat orders. We have letters from dealers
all over the Dominion substantiating these statements.

PEERLESS Ornamental Fencing

is made of strong, stiff, galvanized wire that will not sag
In addition to galvanizing, every strand is given a coating
of zinc enamel paint, thus forming the best possible insurance
against rust. Peerless Ornamental Fence is made in several
styles. It's easy to erect, and holds its shape for years.

Send for free catalog. If interested, ask about our farm and poultry fencing.
Agents nearly everywhere. Agents wanted in open territory.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Man. — Hamilton, Ont.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL

COPPERINE

CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.



Hardwaremen, sell the Skating Rink in your town a J & R Rink Scraper, which cleans off snow, ice and slush. Write for circular.

James & Reid
Sole Manufacturers
Perth, Ont.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILKES, MARTIN, WILKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, **WIEBUSCH & HILGER, Ltd.**,
New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

FIRE BRICK & FIRE CLAY

BEST
PENNSYLVANIA QUALITY
No Order Too Small To Receive Our Best Attention

ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

5½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal.

A want ad. in this paper will bring replies from all parts of Canada.

MYERS

PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Big Profit and Satisfaction in Selling

"AYLMER"
Force Pumps



They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

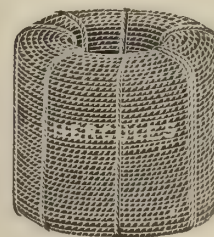
Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

SASH CORD
THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.

All Wholesale Dealers Sell Them.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

OPENING, FOR COUNTRY HARDWARE. tinsmithing; sell flour, feed, salt, cement, harness, fence posts, furniture. Best fruit farming district, Kent County. Have new brick block on main road and corner. Enquire Chas. Foster, Cedar Springs, Ontario.

WANTED

EXPERIENCED HARDWARE TRAVELLER wants position. Good connection in Northern Ontario. Box 157, Hardware & Metal. (6)

WANTED — HARDWARE POSITION BY young man, ten years' retail experience, capable of managing store and office work. Can furnish references as to ability and character. Box 153, Forget, Sask. (7)

WANTED TO PURCHASE, GOING HARD- ware business located in town or small city. Stock about five thousand. State reasons for selling. Box 161, Hardware and Metal, Toronto. (6)

WANTED—IN SMART TOWN OR VILLAGE in good agricultural district in Ontario, a clean hardware stock, about four thousand. Apply Box 160, Hardware and Metal, Toronto. (7)

TRAVELLER, WITH AUTOMOBILE, HAS first-class connection with best hardware trade in Toronto, is in position to represent good house on commission basis or salary and commission. Box 159, Hardware & Metal, Toronto.

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WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—HARDWARE STOCK—GOOD eastern location. Stock about \$6,000. Turn-over \$17,000. Shows a gross profit of nearly \$4,000. Apply Box 153, Hardware & Metal, Toronto. (8)

FOR SALE—A SMALL STOCK OF PAINT— will sacrifice as it must be sold. For particulars write Box 152, Hardware and Metal, Toronto. (4)



SEPARATE SEALED TENDERS addressed to the undersigned, will be received at this office until 4.00 P.M., on Monday, March 1st, 1915, for the supply of "Brooms and Brushes," "Chain," "Hardware," "Hose," "Oils and Greases," "Packing," "Paint, Paint Oils, etc.," "Manilla Rope," "Wire Rope," and "Steam Pipe, Valves and Fittings," for the departmental dredging plant in Ontario and Quebec.

Each tender must be sent in a separate envelope and endorsed "Tender for Hardware, Ontario and Quebec." "Tender for Chain, Ontario and Quebec," etc., as the case may be.

Tenders will not be considered unless made upon forms furnished by the Department and in accordance with conditions contained therein.

Combined specification and form of tender can be obtained at this Department.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for the amount mentioned in the tender.

By order,

R. C. DESROCHERS.

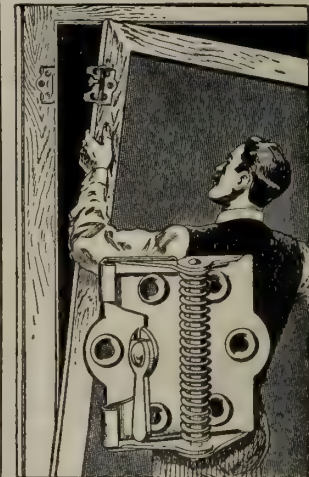
Secretary.

Department of Public Works,
Ottawa, February 1st, 1915.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)



JIFFY
Detachable
Screen
Door
Hinge

Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for WINTER STORM DOORS, as well as SCREEN DOORS. Made in all finishes, twelve pairs packed in a box.

Be sure and have your jobber show you this hinge before buying others, or WRITE FOR SAMPLE TO

SAUNDERS & WAINWRIGHT
St. Nicholas Bldg. Montreal



Big Sellers

Price nearly as low as that of a hoe—The results decidedly better

NORCROSS

Cultivator-Hoes and Weeders

They make the gardener's work easy, the plants grow faster—and their sales easy. One quality—the best. Specially attractive finish.

Write us for name of your nearest jobber who can supply you with "Norcross" goods.

C. S. Norcross & Sons
Manufacturers
BUSHNELL, ILL. U.S.A.



NEW PURITAN REFRIGERATORS

at a price made to suit the 1915
Pocket Book

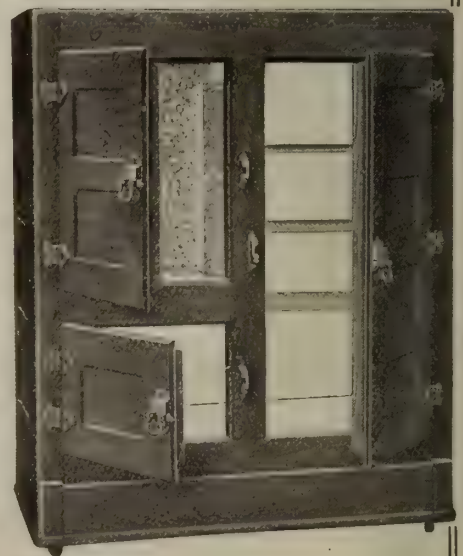
They're made of Hardwood,
Well Insulated.

Have perfect circulation, removable parts, swing base board, golden finish, bronze or polished Roman Gold Trimming and White Enamel or Galvanized lining.

FULLY GUARANTEED.

Their good value assures good sales and satisfied customers.

**The Sanderson-Harold
Company, Limited**
PARIS, CANADA



NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80 %

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONEL METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place, New York.

NOVASCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

LONDON

HIGH GRADE

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices. The consignments you receive from time to time are the same through and through. Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

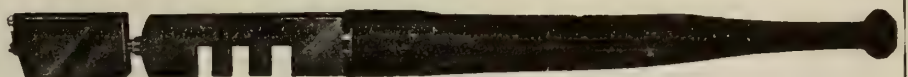
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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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WIRE NAILS, COILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED WIRE,
CLOTHES LINE WIRE, STAPLES,
ETC.

The Western Wire and Nail Co., Limited,

London, Ont.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

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GODFREY S. PELTON & SON, Canadian Agents, MONTREAL


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MacKenzie Bros., Winnipeg, Man.
- Brushes.**
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Stevens-Hepner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
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Caverhill, Learmont & Co., Montreal.
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Luffkin Rule Co., Windsor, Ont.
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Stanley Rule & Level Co., New Britain.
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P. & F. Corbin, New Britain, Conn.
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- Butts.**
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Taylor-Forbes Co., Guelph, Ont.
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Chicago Spring Butt Co., Chicago.
- Cake Tins.**
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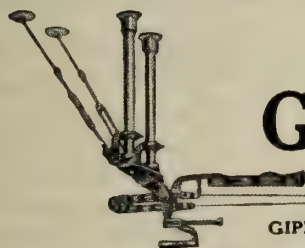
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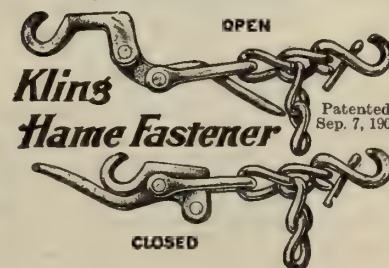
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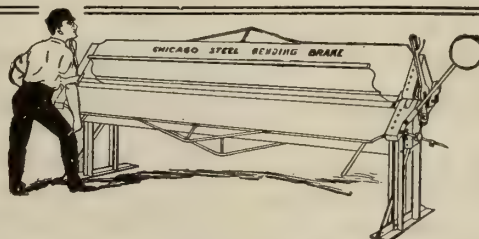
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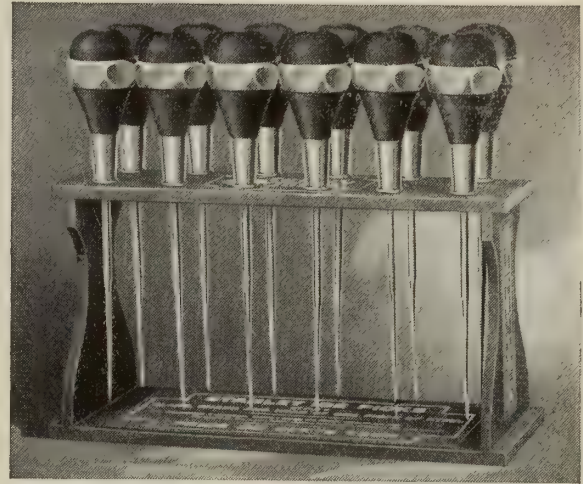


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THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

MONTREAL

WINNIPEG

CALGARY

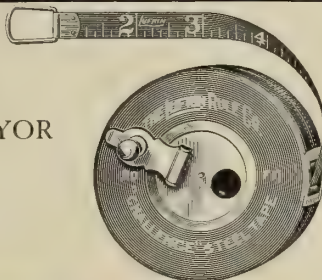
VANCOUVER

When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR are looking for the trade-mark

LUFKIN



The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or they have been educated up to it by their associates.

SOLD BY ALL
JOBBER

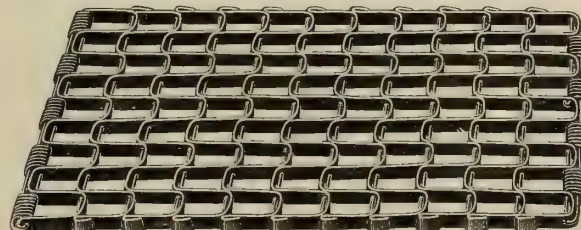
MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

"Keystone" Flexible Steel Door Mats

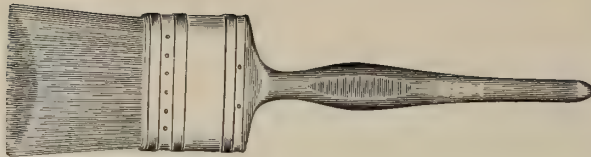
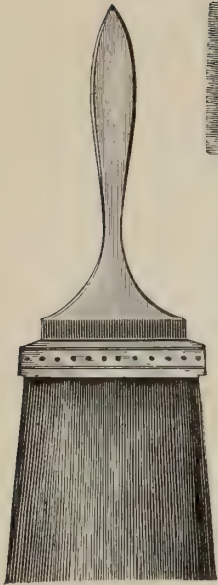
Door mats are an acknowledged necessity. The Keystone is superior to any other mat made, yet our list prices are invariably lower than others.



The best mat and at the best price should appeal to you. The Keystone is made in various stock sizes and is also furnished in special shapes and sizes.

Write your Jobber or direct to Us for Literature and Prices.

Kuhne-Anderton Mfg. Company, Port Hope, Ontario



MEAKINS BRUSHES



ATTRACTIVE IN APPEARANCE,
AND ATTRACTIVE IN QUALITY TO
ALL FAMILIAR WITH THEM.

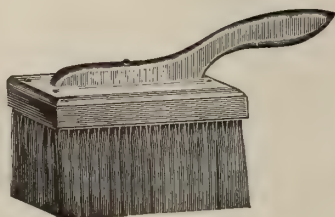
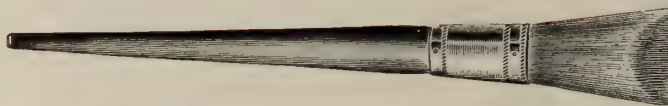
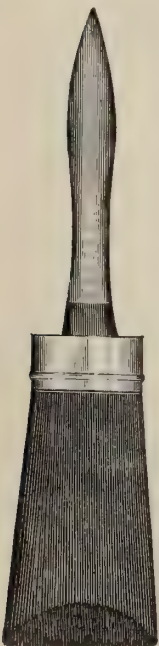
Don't leave room for dissatisfaction—put
Meakins' brushes in stock now, and boost
them, for they are good insurance and are
very profitable.

All sizes in all kinds. Write us for catalog,
then order from your jobber.

Meakins & Sons, Ltd.
HAMILTON, ONT.

Warehouses :

WINNIPEG LONDON TORONTO MONTREAL



HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 February 13
No. 7 THE MACLEAN PUBLISHING COMPANY, LIMITED 1915
PUBLICATION OFFICE: TORONTO, CANADA

Starrett Tools



Starrett Tools

This actual photograph should be of interest to every hardware dealer. It shows why a machinist must have good tools and it also shows that the sales to a single machinist may reach quite a large total. This one man has micrometers, squares, levels, rules, a surface gage, center tester, bevel protractor, and calipers, dividers, etc.

Bear in mind that machinists form just one class of customers for Starrett Tools. Carpenters, engineers, electricians, chauffeurs, and amateurs all help swell the total. No fine tools are so well advertised to each of these classes as Starrett Tools and nowhere will you receive more assistance in making sales. Most important of all, no tools compare with these for accuracy and service to the user.

SEE OUR AD. ON PAGE 7

42-429



Send for Free Catalog.

Every dealer should keep a supply of Starrett catalogs No. 20M.A. to distribute to possible customers.

The L. S. Starrett Co.,

Athol, Mass.

WORLD'S GREATEST TOOLMAKERS

New York

London

Chicago

UNIVERSAL

Bath-Room Fixtures



Tumbler and Toothbrush Holder
No. 2930
Per Dozen, \$13.20.
Without Tumbler

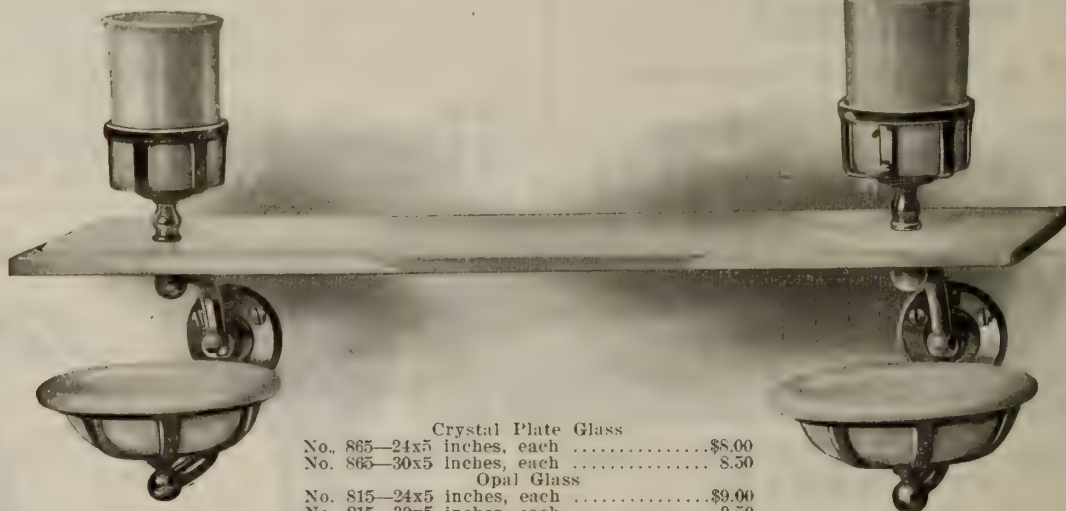
Made for your discriminating customers. By using extra heavy materials the construction of UNIVERSAL Bath-Room Fixtures is unusually solid which insures great strength and durability.

The plating of nickel is extremely heavy, giving a fine mirror-like finish which wears longer and is easier kept clean than the rougher, mottled finishes of cheaper goods.

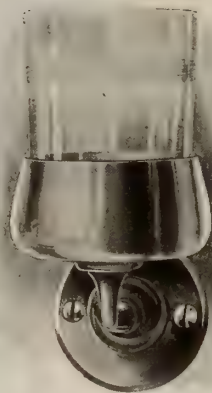
In design UNIVERSAL Bath-Room Fixtures are most pleasing and each piece is built to harmonize perfectly with all other pieces.



No. 2631
Per Dozen, \$21.00
Without Glass Tumbler



Crystal Plate Glass
No. 865—24x5 inches, each\$8.00
No. 865—30x5 inches, each 8.50
Opal Glass
No. 815—24x5 inches, each\$9.00
No. 815—30x5 inches, each 9.50
Including China Soap Dishes, but without Glass or China Tumblers.



No. 1230
Per Dozen, \$10.20
Without Tumbler

UNIVERSAL Bath-Room Fixtures have many points of superiority besides those mentioned above—the way in which the Wall Plates are made, the methods of fastening the fixtures to these plates—the extra fine quality of French Plate Glass used in the shelves. These and many other points go to make UNIVERSAL Bath-Room Fixtures superior to any others. Write for information about Bath-Room Fixture Display Cabinets.

**For prices, etc., write your
jobber or direct to us.**



No. 451
Glass Towel Bar
Sizes 18 to 48 inches
\$39.60 to \$78.60 Per Dozen.

UNIVERSAL

LANDERS, FRARY & CLARK
New Britain, Conn.

UNIVERSAL

BLACK DIAMOND

BLACK DIAMOND

TRADE-MARK

REGISTERED

BLACK DIAMOND

BLACK DIAMOND

THE BRAND
OF QUALITY**BLACK DIAMOND**A GUARANTEE
IN ITSELF

INCREASE YOUR SALES
BY MAKING
BLACK DIAMOND
GOODS YOUR SPECIALTY.

They are the most complete line of high-grade
manufactured goods sold anywhere!

Our catalogue explains everything.

We stand behind every article
bearing our trade-mark.

BLACK DIAMOND

BLACK DIAMOND

"Best in the Land—
BLACK DIAMOND BRAND"

SAWS
CHISELS
SCREW DRIVERS
PLIERS
BRACES
PLANES
AUGER BITS
TWIST DRILLS

MACHINE WRENCHES
HAMMERS
TOOL CABINETS
AXES
HANDLES
SCYTHES
LAWN MOWERS
GARDEN HOSE

SEWING MACHINES
TABLE CUTLERY
CASES OF CARVERS
RAZORS
CLIPPERS
SCISSORS
POCKET KNIVES
HUNTING KNIVES
BUTCHER KNIVES, ETC.

**BLACK DIAMOND—SO NAMED BECAUSE
EVERY ARTICLE IS GENUINE.**

**LEWIS BROS., LIMITED
MONTREAL**

BLACK DIAMOND

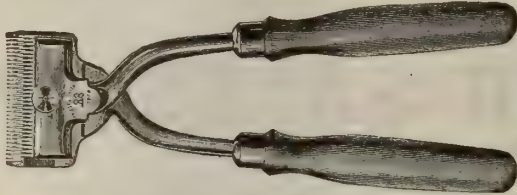
BLACK DIAMOND

PRIEST'S HORSE and TOILET CLIPPERS

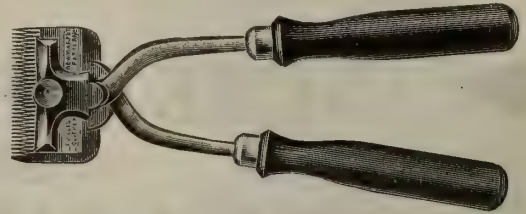
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

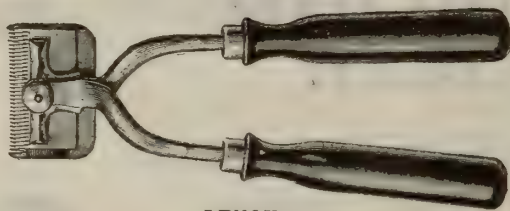
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.

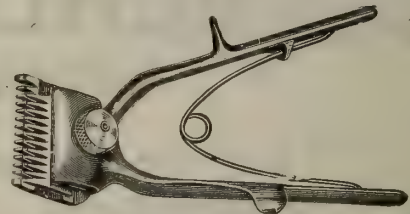


NEW MARKET PATTERN
Retailing at about \$1.75.



LENEX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

**Wostenholm's
Celebrated**

I·XL

**Hand-Forged
Cutlery**

**Complete line of
Razors, Scissors,
Pocket and Table
Cutlery**



**Decidedly better than
the German Cutlery
you used to get**

**Ask your jobber
for samples.**

**1858
PEN KNIFE**

Geo. Wostenholm & Son
SHEFFIELD, ENGLAND

A. MACFARLANE & CO., Montreal—Canadian Representative



Edge incurled downwards with heavy roll.

Self-righting tinned bail. Springs upright and stays upright.

The name "BEACON" embossed on every lantern.

Multiple match scratcher. Not found on any other lantern made, and fully patented.

Patent extinguisher. An exclusive feature used only on the "BEACON." Serviceable, Simple and Safe.

Short, wide globe—short to get away from the heat above the flame—wide to get the hand in.

Large tinned steel nozzle, double seamed, soldered, and fitted with brass cap.

10 lbs. pressure tests every inch of this seam on every lantern. The bottom itself is corrugated radially. This is a feature of the "BEACON" found nowhere else.

2

4

6

8

10

12

14

16

1

3

5

7

9

11

13

15

Tinned wire ring, firmly clinched and upright to receive finger.

Ears clinched into tube and flushed with solder. Nothing stronger made.

Tubes double seamed into lantern head and soldered inside.

Strengthening ribs on tubes.

Safety globe guard. No other lantern globe is so well protected.

Inside globe lift. Not in the way and always works.

Taper fit tinned steel burner—burner cannot become loose.

Single deck bowl, embossed and with rounded top. The "BEACON" way of attaching the tubes and burner to the bowl is the strongest way by test.

Guaranteed for 10 candle power in any wind

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL

TORONTO

WINNIPEG



"Turning Round on a Smaller Margin"

"Economy" is the watchword for 1915.

Small stocks—quick turnovers — better percentages on lesser volume is the general plan.

Hardwaremen realize that there's more *net* profit on a \$200 stock turned five times, than on a \$1000 stock turned once.

It's the close-figuring man who will make more money with less business this year.

You will find the "Famous Five" Line of Files

KEARNEY & FOOT GREAT WESTERN AMERICAN ARCADE GLOBE

(Made in Canada)

fit right into this plan. You don't need to carry a big shelf-stock—for we carry big stocks at our Plant. 95% of our orders are shipped the same day they're received.

With over 4000 patterns at your command—with a 50-year reputation for UNIFORM efficiency and economy—with the prestige that results from supplying 90% of the country's file requirements—with a four-square price-policy to all—and with a continuous advertising campaign to increase the demand for Files, the "Famous Five" line is a mighty good line for every dealer's stock.

Get a copy of our catalog
—and see your Jobber for
stocks.

NICHOLSON FILE CO.

Port Hope

Jobbers
Everywhere

Ontario



The Fight for Durability

Chapter VIII.

The scar on the surface of the bar shown above means a great deal to the trained eye. There is and always has been a temptation to pass such bars because when rolled down into thin sheets or sections, the defect is hardly noticeable, or if noticed, is not the cause of complaint.

This scar indicates a blow hole or occluded gas condition. The scum of iron over it has been raised in the soaking pit. When passing through the ponderous rolls of the Blooming Mill this scum or scab has been torn loose, exposing the defect.

Bars of this kind, if not rejected, will be the cause of trouble later due to other blow holes not revealed or to a quick deterioration at this point in the finished product.

The galvanizing may cover it up, but a sore remains which will make the zinc give way at this point sooner or later.

ARMCO IRON Resists Rust

It is only by giving strictest attention to these minutest details that a uniformly rust-resisting product can be guaranteed as in Armco-American Ingot Iron.

The American Rolling Mill Co.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco - American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, and Cincinnati.

Across the Counter from You

Men who buy **Starrett Tools**—
Machinists-Carpenters-Engineers
Chauffeurs-Electricians-Etc.



Every Man Is a Possible Customer

Your counter marks a change of view point. You are interested in selling goods of reliable quality for a satisfactory profit. Across the counter from you many men come in the course of a year—all interested in getting value for their money.

Every one of these men is a possible customer for Starrett Tools. If they are machinists, carpenters or electricians, the fine tools for their trade will appeal to them. They are always interested in new and improved tools. If the men are motorists, amateur mechanics, or home owners they can be interested in scrapers, screwdrivers, ratchet wrenches, etc. Whether you sell to the mechanic or business men,

each Starrett sale is profitable to you and so satisfactory to your customer that he comes back for more tools of the same line, particularly if you give him our catalog to study. The only way to increase your tool business is to keep a full stock. When men want tools, they generally need them at once and if you cannot sell them they go elsewhere. And remember, *every man* is a possible customer for Starrett Tools.

Write for a supply of catalogs No. 20 M.A. to distribute to customers.

The L S. Starrett Co., Athol, Mass.
World's Greatest Toolmakers



BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

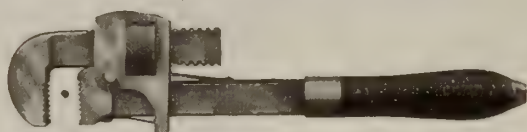
Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

"W & B" Pipe Wrenches the Only Pipe Wrenches

MADE IN CANADA

The line comprises all sizes from 6 to 48 inches



"W & B" Wood Handle Grips. Length open
6 to 14 inches.



"W & B" Steel Handle Grips. Length open
18 to 48 inches.

These Wrenches are extra strong, frames well proportioned.

The Jaws are Drop Forged and tempered, giving them strength to resist the most severe strains.

Other patterns of "W & B" SCREW WRENCHES MADE IN CANADA at our St. Catharines factory, are our Machinists' Knife Handle, "Railroad Special," Regular (Agricultural Pattern). Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years

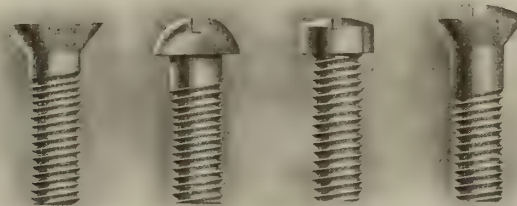
ST. CATHARINES, ONT.

THE STEEL COMPANY OF CANADA

HAMILTON, CANADA LIMITED

THREADED PRODUCTS

THE
THREADS
ARE
TRUE



THE
HEADS
ARE
PERFECT

WOOD AND MACHINE SCREWS

BRIGHT WIRE GOODS

WROUGHT PIPE AND NIPPLES

BOLTS

BOOT CALKS

*Our stocks are complete, which
enable us to give prompt service.*

SALES OFFICES:

HAMILTON
VICTORIA

MONTREAL
VANCOUVER

TORONTO
ST. JOHN

WINNIPEG
HALIFAX



The Knickerbocker Regulator

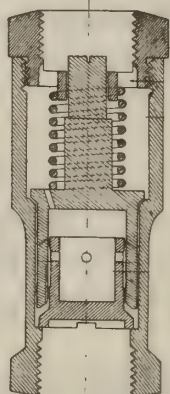
*---a safe and positive remedy for
faulty hot water systems*

Entirely automatic in its action on **both open or closed systems** of hot water heating. Easily applied to old as well as new. Connects with one-inch nipple to outlet on top of expansion tank.

Increases radiation from 25 to 30%. Reduces the size of pipes and fittings. Makes a hot water system equivalent to low pressure steam plant.

Get it now. Its service guarantees satisfaction, and there is a very liberal profit.

Particulars on request.



SECTION.

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide St. West, TORONTO

A Guaranteed Ladder



When you buy McFarlane's Line of Ladders and Woodenware you get our Absolute Guarantee as to Quality and Service. Some of the lines we manufacture:

Step and Extension Ladders
Painters' Extension Planks and Trestles
Swing Stages and Supplies
Bake, Pastry and Skirt Boards
Curtain Stretchers
Veranda Furniture
Wash Boards.



McFarlane Ladder Works

RIVER STREET,

TORONTO

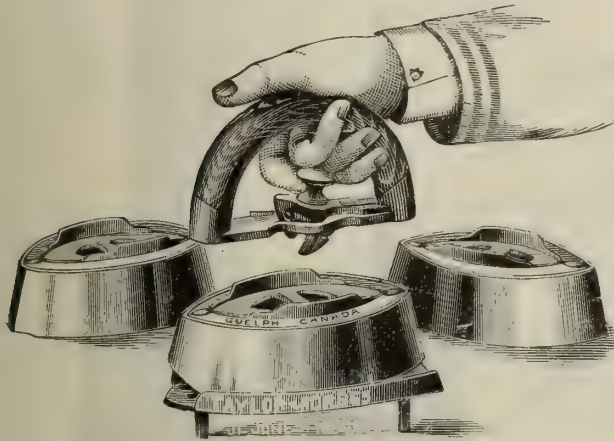
Write for Complete Catalogue.

"IDEAL" Gasoline Iron Self-Heating

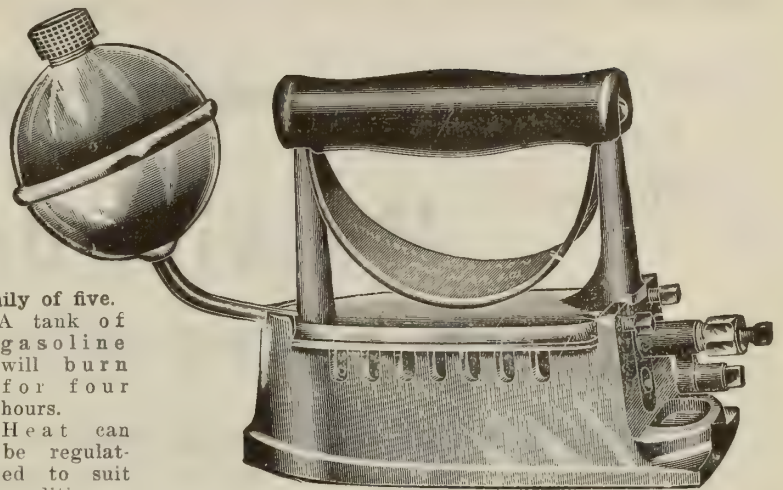
The Ideal is made from the highest grade material. Burner and Generator are manufactured under the direction of men with 20 years' experience in such work.

When the "Ideal" is hot enough to iron heavy linens there is but 2½ lbs. pressure on the tank—while every tank is tested to stand 175 lbs. THIS INSURES ABSOLUTE SAFETY.

Cost of operation is less than one cent per day for a family of five.



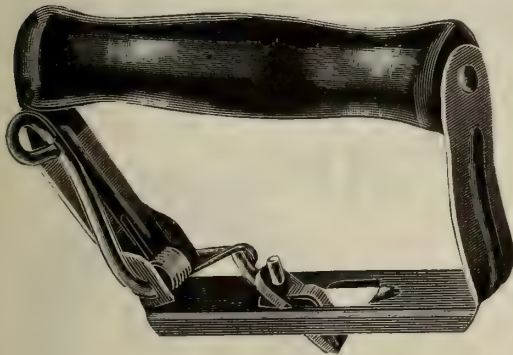
A tank of gasoline will burn for four hours. Heat can be regulated to suit conditions. No possibility of scorching clothes. There is no gas, the combustion being perfect. Handle and operator always cool.



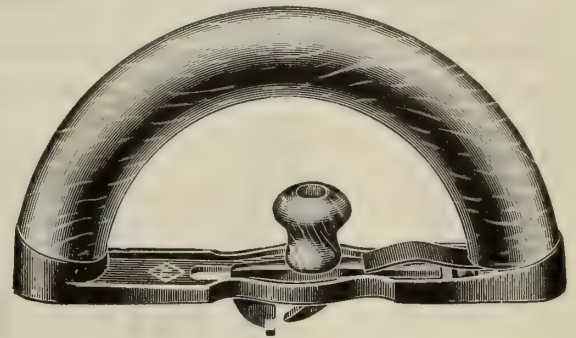
Exposed parts are nicked and polished, giving the Iron an attractive appearance

MRS. POTTS Cold Handle Sad Irons

GENUINE PATTERN. No. 50, nickel plated. No. 55, polished japanned top, stand coppered.



*If
your
jobber
does
not
have
them,
write
us*



Sleeve Irons

Nickel face, plated top, with narrow point suitable for finest work; lace, waists, etc.



Universal Sad Iron Handles

Made of Steel Parts and Enamelled Wood Handle. Will fit all makes of Potts Sad Irons. "We are the exclusive manufacturers of Universal Handles."

Taylor-Forbes Co., Limited Head Offices and Works: GUELPH, ONT.

Taylor-Forbes Co., 246 Craig St. W., Montreal.
Canadian United Mfrs. Agency, London, England.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travelers Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

*No
Falling
Bristles*



*Flexibility
assures easy
manipulation*

Meakins Brushes

please the best of painters

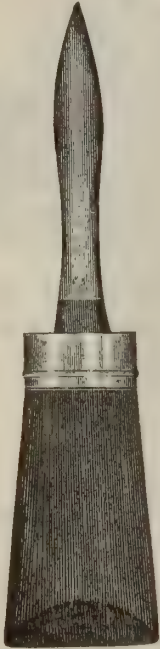
**They'll get you the "cream"
of the brush trade**

They are under the workmanship of experts from the selection of material to finished product—in Canada.

Send for our catalog—then order from your jobber. If he cannot supply you, we will do so, quickly.

MEAKINS & SONS LTD.
HAMILTON, ONT.

Warehouses: Winnipeg, London,
Toronto and Montreal.



The Trade Paper

By Elbert Hubbard

I know hundreds of high, prosperous business men, manufacturers, dealers, jobbers, craftsmen, and I cannot recall a single instance in which the mentally successful man does not read his specialized paper. He subscribes for it and he pays for it promptly.

When you subscribe for your trade paper and assimilate it, you are uplifted, inspired, given courage, pep, intellectual vim and vigor and enough trade information to make you free from the trials and tribulations which beset the man who "doesn't know."

These things all have a direct influence on the bank and mental balance.

The trade paper binds everybody in the business into a fraternity, which spells length of days, because it "serves" and its service is based on specific knowledge.

Comparing Cost With Convenience



The Bissell Sweeper ranks high among the generally used household utilities. There is probably no other labor-saving article in the home that furnishes so much genuine comfort and convenience, even at several times the cost. No other utensil is so frequently needed by the housewife.

BISSELL'S "CYCO" BALL BEARING CARPET SWEEPER

is pre-eminent in its field of usefulness.

It is the handy, inexpensive cleaning device for every-day use.

Consistently advertised and sold under a sincerely conceived business policy which aims at a liberal co-operation with the dealer in the sale of our goods and which, through standard prices that are universally observed, insure him a reasonable profit, the Bissell sweeper has become a staple whose constant growing popularity is evidenced by the steady increase of our sales from the inception of our business to the present time.

BISSELL CARPET SWEEPER CO. GRAND RAPIDS, MICH.

(Largest Exclusive Carpet Sweeper Manufacturers in the World)

BRANCHES:

NEW YORK CITY
(Sales and Stock-rooms and Export Department)
25 Warren St.
PARIS, FRANCE; LONDON, ENGLAND—Agency

CANADIAN FACTORY:
NIAGARA FALLS, ONT.

Red Tip Calks and Shoes

give horses maximum pulling power on icy roads and prevent accidents that result from falls.

They save horse shoers and horse owners much time in keeping horses sharp shod, as they are very durable and wear sharp with use. When worn out they can be replaced with a new set in 20 minutes.

Tell horse owners about them and get blacksmiths to supply them.

They're a good line to handle because they give "repeat order satisfaction."

Our Booklet T gives full particulars.

Write for it now.

ALL NEVERSLIPS HAVE RED TIPS

**The Neverslip
Manufacturing Co.**

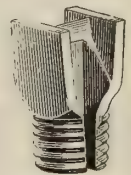
U.S. Factory : New Brunswick, N.J.

Canadian Factory and Office :

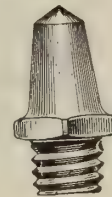
559 PIUS IX AVENUE MONTREAL



No. 1



Keystone



No. 4



No. 5



Stanley Tools



Fig. 2

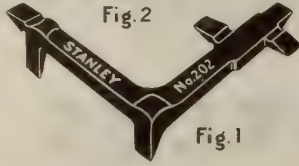


Fig. 1



Fig. 3

PORTABLE BENCH DOG

Very convenient for all kinds of work requiring the use of a Bench Dog, especially where a well-appointed work bench is not available.

One or more can be so placed as to securely hold a board or other work in almost any position required. Even in connection with a fixed or permanent Bench Dog, it will be found useful to hold steady the other end of a board while being worked.

Made entirely of metal, with well-sharpened points and blued finish.

Send for special circular.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

WHY

Hardware Dealers should handle BUFFALO BRAND



Oils, Lubricants and Specialties BECAUSE

They are the **ONLY** Oils in Western Canada not sold direct to Consumers and

The **ONLY** firm in Western Canada which protects the dealer in this way is

Prairie City Oil Co., Limited
WINNIPEG, MAN.

Look for other equally good Reasons in next issue, but get ready for Spring by ordering **NOW**.

Hardware dealers everywhere are stocking
a line of

ELECTRIC FLASHLIGHTS



Flashlights

are standard, the most simple to operate
and absolutely guaranteed.

Franco "Wireless"

The only non-short circuiting fibre flashlights. Has concealed connections and is practically unbreakable.

Write for catalogue to your jobber or direct to

Interstate Electric Novelty Co.
of Canada, Limited

220 King Street West, TORONTO, ONTARIO

The Bowser Wire Cloth Display Rack

will give you a neat, convenient place
to keep your wire cloth, where it is
out of the way, yet easy to see and
easy to get at.

IT DOES AWAY WITH AWKWARDNESS IN
UNROLLING, SAVES MUCH TIME, DIS-

PLAYS THE
STOCK IN-
STANTLY IN A
VERY ATTRAC-
TIVE AND EF-
FECTIVE MAN-
NER.

Let us put you in
touch with some
users—they'll tell
you how valuable
this system of wire
cloth display really
is.

Jot down your re-
quest for full par-
ticulars now.



R. M. BOWSER & SON, Renfrew, Pa.

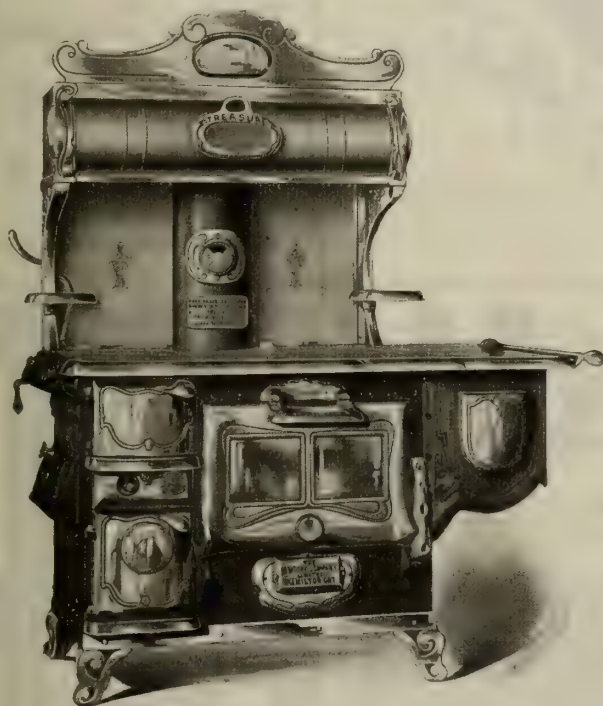
ANNOUNCEMENT



We respectfully advise the trade that we have appointed
MR. J. A. EVANS, of WINNIPEG
 our Agent for Manitoba, Saskatchewan and Alberta

with Branch Warehouse corner MARKET AND PRINCESS STREETS, WINNIPEG, where a full line of Samples and a complete stock of "TREASURE" Stoves and Ranges are carried and are now on display.

"TREASURE" goods are well and favorably known in Canada from the Atlantic to the Pacific, and acknowledged by friends and competitors alike to be in a class by themselves, while prices are as low as is commensurate with quality, and will compete with any line sold in Canada.



STEEL RANGES—The finest line as regards quality, finish and competitive features. Are Money-Makers and Business-Builders. Including the "Sovereign" (as illustrated), "Premier," "Western," "New Domestic," "New Doric."

CAST RANGES—We make the highest grade, from the celebrated "OTHELLO TREASURE," known as the "Wonder Baker," to the lowest-priced Cast Range. Making a complete line with the following Ranges: "Othello," "BRITISH," "City," and "I. X. L."

COOK STOVES for Coal: "Family," "Diamond," "New Macassa." **For Wood:** "New Bermuda," "New Florida," "Pansy," "Daisy," "Nelson."

BASE BURNERS—Largest line of efficient Base Heaters. Nickel the whitest, brightest and longest lasting. Including "Art," "Empire," "Crown," "Ruby."

OAKS—A strong line, from the highest grade to the lowest-priced medium grade. Including "Treasure Heater," "Riverside Oak," "Oak Treasure," "100 Series Oak."

HOT BLASTS—Eight styles and sizes.

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AIR-TIGHTS—Seven distinct lines and styles.

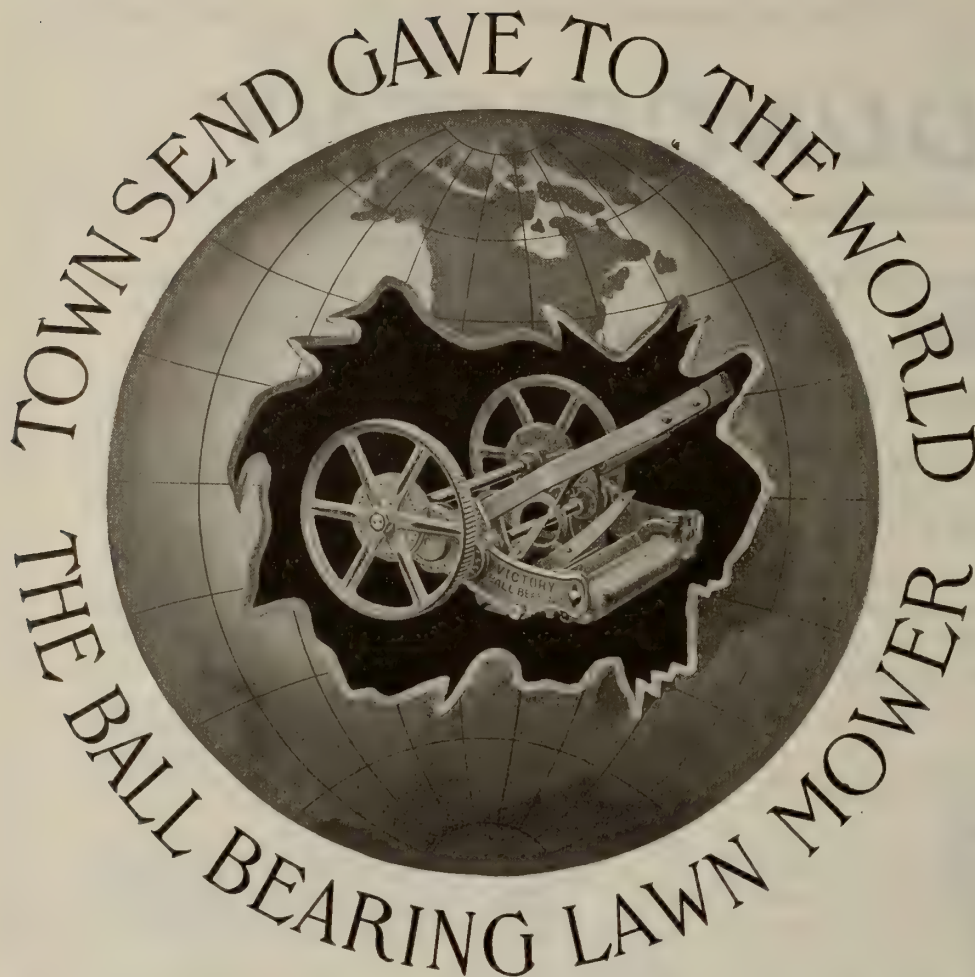
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No Noise But the Swish of the Blades

Runs easy. Fascinates the purchaser and converts him into a sub-agent.

Whoever starts to sell Townsend Mowers, continues to do so.

For sale by all Canadian Jobbers.

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**S. P. Townsend
& Company**

ORANGE . N. J.

NAILS WIRE

"From
Ore to Fin-
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WIRE NAILS

All Standard and Special Gauges

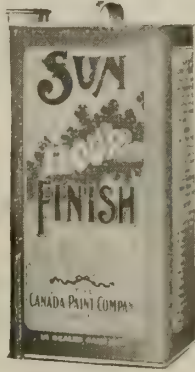
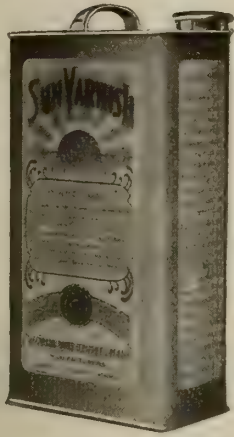
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Straightened and Cut to Length

Wire Rods Steel Bars

Prompt Shipment

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. Montreal, Que. Toronto, Ont.



There is a big opportunity for varnish sales in every town.

With a reasonable supply of these varnishes on your shelves you will be able to take care of every demand made by your customers and the local painters.

CP Sun Varnish—A bright, durable kopal varnish for general use on furniture, woodwork, doors, carriages, etc.

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CP Flatting Varnish—Gives a beautiful rubbed effect when used over a gloss varnish finish.

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H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 $\frac{m}{m}$)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue
Worcester, Massachusetts, U.S.A.

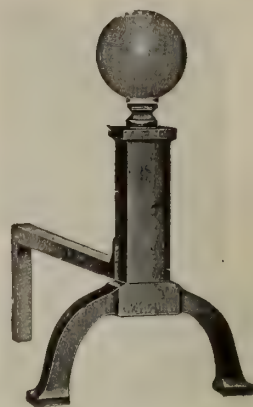


Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us
It is our Business and we are Specialists
therein. We give you the best there is
in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

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9 and 11 Pitt St. East, Windsor, Ont.



FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

SAFETY FIRST

The Season for Fireplace Fix-
tures and Spark Guards is now
on. Have you a supply of
stock sizes?

Inquiries Solicited

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Goods Co.
Hamilton, Ont.

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THIS MARK
OF HIGH QUALITY
Is On Every
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Brooms of Quality

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CANADA LINE

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Fine Polished Colored Handles

No. 1 Canada, 5 String	- - \$4.50
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No. 3 Canada, 4 String	- - \$3.75

6 Dozen lots and up delivered—Ontario

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Hamilton

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The Standard Tools in every province of the Dominion, New Zealand,
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We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware
Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



**Boost Goods made in Canada
Keep Canadian Labor employed
You can help by insisting on
having**

Still's Handles

**in your next handle order. You will
find them superior in quality and finish.**

WRITE FOR PRICES

**J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO, CANADA**

Butler's Cutlery

**HAS STOOD THE TEST
FOR MANY GENERATIONS**

It is made throughout on their own premises, from finest grade of steel regardless of cost, by skilled workmen.

Butler's "KEEN" and other Razor brands are **BEGUN AND FINISHED** at Trinity Works, **NOT SENT** to Germany for grinding.

*"Sheffield made,
Both haft and blade."*

TRADE-MARK "BUTLER" GRANTED A.D. 1768.

THE  MARK GRANTED A.D. 1681.

Butler's "CAVENDISH" brand (Regd.) Table Knives, Carvers and Plate.

**HIGHEST ATTAINABLE QUALITY. SPECIAL.
GOLD MEDALS. GRAND PRIX.**

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**CANADIAN REPRESENTATIVE:
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Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Key-stone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

**Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO**



High Quality TOOLS

**that you'll find
very profitable**

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

**Buck Brothers
Milbury, Mass., U.S.A.**





IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass *for building purposes*

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

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A quarter of a century's distribution of Foster Bros.' Brand of

BUTCHERS' CUTLERY

has accomplished world-wide prestige. The reputation of this line is due solely to those qualities of good service and durability that every user of CUTLERY seeks.

Cutlery for Hotel, Restaurant or Kitchen use in various shapes for various uses, forms part of this complete line. Every piece fully warranted. The blades are securely riveted to the handles and will not loosen.

The Foster Bros.' Brand Cutlery should be in every Canadian Hardware store. It is a profitable line to handle. It is used wherever good quality is essential.

Our illustrated catalogue will convince you. Write for a copy.

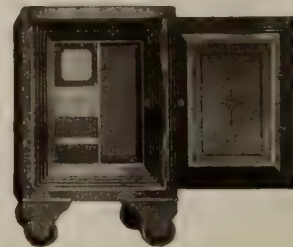
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Scale Makers Since 1835

AHERN FIREPROOF SAFES

MADE IN CANADA
SINCE 1880



Thirty-five years' experience in manufacturing fire and burglar-proof safes means security for you when you have your books and valuables protected in an Ahern safe. These safes are made in all sizes and retail at \$25.00 and up. Catalogue No. 9 sent on request.

DEALERS WANTED

Write to-day for complete catalogue and prices.

Please Address Dept. H.4

AHERN SAFE CO., LIMITED

(Montreal Safe Works)

MONTREAL - CANADA



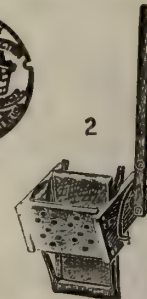
THE WHITE MOP WRINGER

always bears this trade-mark
LOOK FOR IT.



Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.



White Mop Wringer Co., Fultonville, N.Y.

Our 1915 Price List on

"MADE
IN
CANADA"



10-foot lengths—No prick marks—Absolutely perfect fitting.

DIE-STAMPED EAVETROUGH and



"QUALITY
FIRST"

Tight seam—Easy-fitting—Straight and true.

CONDUCTOR PIPE

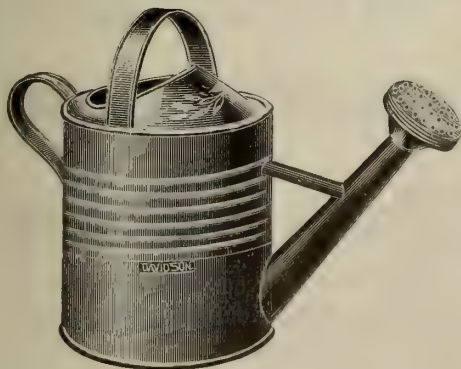
Is now ready for distribution. Drop us a card. Elbows, Shoes, Ridge, Valley, Nosing, Standing Seam Roofing, etc. Write for your copy to-day. It will help you to get business.

THE METALLIC ROOFING COMPANY, LIMITED

Toronto Manufacturers
 and Winnipeg

Davidson's Watering Pots

Get in your stock and
"Be Prepared"



Japanned Green. Made in 7 sizes: 1, 2, 3, 6, 10 and 14 Quarts.

Galvanized. Made in 3 sizes: 10, 16, 20 Quarts.

Tight, Sound Seams, Strongly Made Bodies.

Fitted with Patent Cleanable Roses.

We Ship Promptly.

The Thos. Davidson Mfg. Co., Limited

Toronto

Montreal

Winnipeg

Spramotor

It isn't a SPRAMOTOR unless we made it

The Profitable Agency

See the man in the picture! What is he doing? He is protecting his crops by adequate spraying with a SPRAMOTOR. He is doing what his neighbors will hasten to do when they see his good results.

You can make some money out of this man's missionary work, by being ready to supply your customers with SPRAMOTOR outfits. The trade is a steady one, because they'll want SPRAMOTOR parts and accessories, right along. Don't send them elsewhere to find what you should carry!

We want good, live agents, willing to make big money. Write us.

Made in Canada—

No duty to pay.

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BUFFALO, N. Y.



WASHERS

OF ALL
DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Fellow
Plates. Sheared and Punched
Plates.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA

Do You Want More Money?

OF course you do and are willing to make use of your spare hours in a way that will net you the biggest returns. Many others like yourself have had the same desire to turn their spare time into money and profitable experience. They are now making from \$5 to \$20 a week, according to the time given.

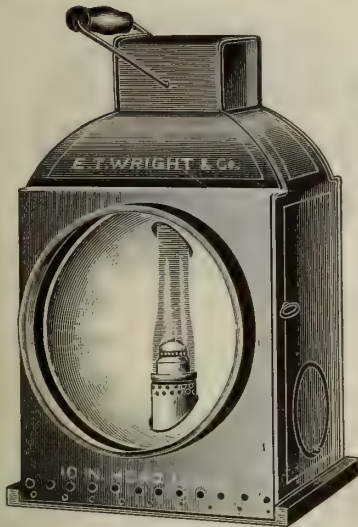
IF YOU ARE NOT AFRAID OF WORK you can make \$5 a week, giving 3 hours a week to taking subscriptions to

MacLean's Magazine

We supply you with all you need to take subscriptions except the determination. We allow a definite, liberal commission on both new and renewal subscriptions.

THE coming months are the most pleasant in the year for the work. If you write at once we can appoint you as our local representative.

MACLEAN PUBLISHING CO., LTD.
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TRACTION ENGINE HEADLIGHTS

—Made in Canada—

FOR COAL OIL OR ACETYLENE GAS

Active operations about the farm, consequent upon the opening of spring, will soon create a steady demand for these Headlights.

Heavy solid copper nickel-plated parabola reflectors.

Well made, well japanned, heavy wooden base, complete in every detail.

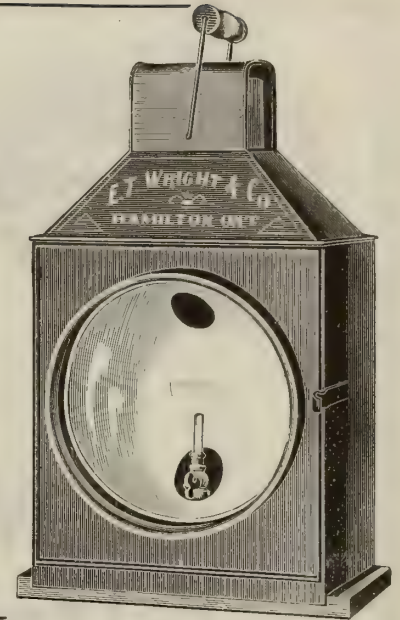
The quality is maintained to the highest degree, despite the low price.

Packed 1 each in a wooden box.

A complete stock on hand.

Prompt shipments guaranteed.

Repair parts supplied at a short notice.



E. T. WRIGHT COMPANY, LIMITED, Hamilton, Canada

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

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CLASSIFIED ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so productive of the best kind of results.

CLASSIFIED ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.



28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



Wherever Possible Patronize Home Industries

BUY RUBBER GOODS

(Lawn Hose, Tires, Mats and Matting,
Plumbers' Supplies, Jar Rings, Hockey Pucks, etc.)

MADE IN CANADA

Our line-up is complete. Our quality is unexcelled, and our prices are right. Let us show you what we can do.

It is our desire to serve you.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



28 "Service" Branches Throughout
Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, FEBRUARY 13, 1915.

No. 7

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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H. T. HUNTER, General Manager.

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The Nick of Time

PEXTO chisels aren't guaranteed to rip sidings off a barn or pry open window casings.

But they do give the sharpest edge and the longest service and the least grinding to the man that uses them right.

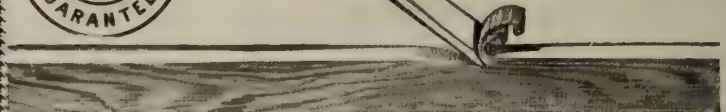
The Peck, Stow & Wilcox Company

MFRS. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

SOUTHINGTON, CONN.

CLEVELAND, OHIO

Pexto tools are equally popular with householders and expert mechanics.



Every Inch of

"QUEEN'S HEAD" Galvanized Iron

Is thoroughly and uniformly galvanized
This means uniform wear.

John Lysaght, Limited A. C. Leslie & Co., Limited
Makers MONTREAL
Bristol, Newport and Montreal Managers Canadian Branch



Charcoal Tinplates

High-Grade genuine Charcoal Plates
Tissue Packed

*Specify "DOMINION CROWN"
on your next order.*

A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE^{AND} METAL

Vol. XXVII.

FEBRUARY 13, 1915

No. 7

Reply to Speech from the Throne

Address in Reply to Governor-General's Speech Delivered by W. G. Weichel, M. P., a Retail Hardware Merchant—Business Conditions in Canada—A Bright Outlook for the Future.

TO W. G. Weichel, M.P., hardware merchant of Waterloo, Ont., fell the honor of moving the address in reply to the Governor-General's speech at the opening of the House of Commons at Ottawa this week. Mr. Weichel has a wide acquaintance in the Canadian hardware trade, and knowing that the readers of *Hardware and Metal* would be interested in the address, which refers at considerable length to business conditions in Canada, a portion of the address is here appended:

"Mr. Speaker, it would be folly on my part not to admit that I am to a certain extent embarrassed to-day in trying to perform the task that has been assigned to me. I fully appreciate the courtesy, the broad-minded spirit of British fair play, which accompanies this honor, yet I realize that the same is not to myself, but to the constituency I have the honor to represent in this House, to the worthy, frugal, energetic and industrious citizens of North Waterloo. On behalf of my constituents, I desire to express to the right hon. the Prime Minister my deep appreciation of the generous impulse which prompted him at this momentous period of our country's history to confer on my humble self this great honor, an honor I can assure you that is highly prized and doubly appreciated.

Before proceeding with my remarks, allow me to convey to His Royal Highness the Governor-General and his estimable consort our deepest feelings of respect and gratitude for the kindly courtesy and good will they have on each and every occasion exhibited towards the Canadian people. The untiring zeal and activity displayed by His Royal Highness in connection with the mobilization and departure of the first expeditionary force, and the kindly interest he has displayed in the welfare of the militia generally, as evidenced by the sacrifices he has made to travel long distances to inspect and encourage them, have been

highly appreciated by a grateful nation. His presence in Canada during this critical period is highly desirable, and his advice to the Canadian Government has been of inestimable value.

The thanks of the Canadian people are due to Her Royal Highness for the keen interest she has shown in Red Cross work for the Canadian forces, and for her generous assistance towards the Belgian re-



W. G. WEICHEL, M.P.

lief funds. Her kindly Christmas gift to each officer and man of the expeditionary force consisting of a card of greetings and a block of maple sugar, was highly appreciated. Apart altogether from the pleasure afforded to the Canadian troops and the realization that this gift meant that the highest lady in the land had not forgotten them in their uncomfortable surroundings at Salisbury, this presentation of one of the native products of the Dominion has had a very great effect, in that it has called the attention

of the British people to one of the most delicious of our native products and will serve to encourage an industry heretofore too much neglected.

Ruthlessly awakened from our long slumber of false security, we are called upon to-day to desert for a time at least the doctrine of peace that has taken firm root amongst all peace-loving people throughout the world, and to devote our energies towards the adoption of measures to tide us over the present existing crisis—one that not only affects our own Dominion of Canada, but will have a tendency to cement the bonds of imperial unity throughout the whole Empire. Certain measures to meet the existing situation will be introduced in this House by the Government this session. We are confronted with a situation that demands the co-operation of every member occupying a seat in this chamber, that demands courage of a high order, a courage born of conviction that we are in the right, and that to falter and hesitate would be fatal to the country's and the Empire's best interests. All eyes to-day are focused on Europe. As the awful drama of war unfolds itself from day to day, bringing us tidings of the terrible conflict that is being waged by the contending forces in the field, of the destruction, the havoc, and the suffering that are caused by this Armageddon of the nations, we can scarcely believe it possible that we are living in the twentieth century, a century that was ushered in under the most auspicious circumstances, and that gave promise of being an era of peace on earth, and good will towards men.

It is a stupendous struggle, a struggle that will undoubtedly change the map of Europe, that has cast its blight and shadow on millions of happy homes, that is causing untold misery and suffering to those who are least able to bear it, that has practically ruined one country, exposing its citizens to untold privations and miseries, and may be the cause of

ruination and disaster to others before the war is over. Never has the world witnessed such a catastrophe, such awful carnage, such ruthless disregard of the rights of others.

The anxiety felt by the Canadian people is intense, as our very existence is at stake. Newspapers are eagerly sought after, bulletin boards are surrounded day and night by innumerable numbers eagerly reading the news from the front announcing in short, concise sentences the daily progress of the tremendous struggle that is going on in far-off Europe.

For years we trusted in arbitration; peace societies throughout the world worked harmoniously one with the other, and men who did not know the situation as it really existed claimed that there was no cause for alarm; the warnings of those who knew were held up to ridicule, and the possibilities of such a stupendous struggle were absolutely discounted. When the blow fell on that memorable day last August, people respected as they never respected before the late Lord Roberts' prophetic words prior to the war, when in ringing tones that could be heard from one end of England to the other, he warned the nation of the impending struggle, and they now realize that he was right and that they have lost in him through death one of the great and illustrious men of the British Empire.

They were pleased beyond conception, however, that Lord Kitchener was given absolute command of the Empire's forces—his very presence at the helm inspires confidence—that General French took command in the field—and he has since demonstrated to a thankful people that the trust confided in him was not misplaced—and a sigh of relief went up from the whole nation when at the outbreak of hostilities the First Lord of the Admiralty with confidence stated that the bulwark of the nation—the British Navy—was ready. And was it a vain boast? The silent victory on the seas is the answer—commerce uninterrupted—business as usual—with the enemy's navy bottled up, and her commerce practically at a standstill.

Never before in the Empire's history has the truth that "the strength of the nation lies in its sea power" been better exemplified than during the last five months; and British subjects throughout the world have every reason to be thankful to those men who had the courage of their convictions, who saw that trouble was bound to come, and who were ready and prepared for it when it did come.

This is a war that was not desired by Great Britain. The causes that brought it about are familiar to all of you and need not be discussed to-day. But from the evidence produced we are assured

that the statesmen of England tried by every means in their power to avoid an armed conflict. Every art known to diplomacy, to bring about a better understanding, and to preserve the peace, was exercised, but to no avail. And now that the die is cast, feeling and knowing that we have a just cause, there will be no hesitation on the part of the people living within the Empire, who are determined to at once and forever take issue with those who proclaim the doctrine that might is right, and who favor military autocracy, as against the doctrine of true democracy.

As we value our self-respect let us face the responsibility with proper seriousness, courage and high resolve, and at the same time let us not be deceived regarding the importance of the task we have undertaken, nor be misled by vain glory into underestimating the strain it will be on our powers.

A NEW FEATURE.

Commencing with the first issue in March, another new department will appear in Hardware and Metal. The new department: "How Hardware Goods are Made and Sold," will describe in detail the process of manufacture of various hardware lines. The new department should prove interesting to every retail hardwareman. A number of illustrations will appear in each article and readers of Hardware and Metal can look forward to an interesting series of practical articles that will be of great assistance to the hardwareman who wants to know more about the goods he is selling.

The war has to a certain extent created a situation throughout the whole world which is not very desirable. Pessimists to-day are having their innings and are talking about business depression and hard times. True, there is a tightness in the money market, and it would be folly for me to say that Canada along with all other countries of the world is not feeling the pinch as well. A great deal of blame for the present conditions has been credited to the war. War or no war, a readjustment and a necessary one, was bound to come; in fact, it was already under way before there were real signs of the impending catastrophe. Prosperity reigned supreme for many years, and men believed that depression and hard times were permanently done away with, men lost their heads and recklessness in business matters took the place of good, sound common sense.

Then, some men wise in their generation, who can see ahead of the times, realize that the pace is too fast, and that prosperity has made the nation extrava-

gant, and they begin to doubt. Discounts are refused, and men start to hoard money and speculation receives a check; panic follows; and in trying to extricate themselves during this transition period the people learn by hard experience that the situation created is an awkward one.

The war simply hastened readjustment. But it did something else besides. For a while it shut up the world's stock exchanges, which, to a certain extent, saved the situation, it made big national banks stagger, made business and commerce nearly stand still, shipping was demoralized and insurance took a place as a high-priced luxury. The so-called credit machine of the world was broken, and men realized as they never did before how much after all the different nations depends on one another. Depending largely on British capital this upheaval in the world's money markets naturally had its effect on Canada.

Thanks to the energy and wisdom exercised by our Finance Minister and the Government, however, working in co-operation with the Canadian banking system, and keeping in close communication with the British authorities, panic and disaster were averted in this country. Eight important measures were put into force which no doubt you are familiar with, and which had a marked effect in steadying the position in the Dominion.

One of the most gratifying features in Canada to-day is the agricultural position. Although the Western harvest was not so large as in the previous year, the increased price obtained will more than offset the difference in the yield. Crops and other farm products were excellent, and prices very satisfactory. Considering the war, it is reasonable to expect a heavy demand for grains and foodstuffs in 1915.

Europe is not in a position to produce her regular crop during the coming year, owing to much of the land formerly used for productive purposes being now used as battlefields, and naturally extraordinary demands will be made on Canada. The wise farmer is he who has increased his acreage, as prices will probably remain high for another crop year.

We must recognize that some of the main business interests of the country are vitally affected by present conditions. We have built railroads and developed the country, knowing for a certainty that the soil would have to produce what was necessary to pay interest and principal on these vast loans. The age of construction of large works of importance in Canada helped to create the prosperous times of the past few years, but the production from the soil and natural resources, which after all is

(Continued on page 46.)

A RISKY AND UNFAIR EXPERIMENT

THE T. Eaton Co., Toronto, are conducting a sale of Made-in-Canada goods on a large scale.

The object given out is to find employment for Canadian workmen. The announcement is made that the co-operation of Canadian manufacturers has been secured so that goods are offered to the public at cost, no profit being made either by manufacturer or store. Not only is the sale being boomed by the Toronto dailies in their news columns but further impetus is given in the editorial pages.

It is not desired to impugn the sincerity of the T. Eaton Co. or to assert that the real object of the sale is other than that announced. But strong exception must be taken to the method adopted. If considerations of profit were to be abandoned for a time and the machinery of the vast Eaton organization turned to the work of keeping business going as usual, the results would be very far-reaching; but they would not be very satisfactory from a patriotic standpoint. Increased business activity would not result from an effort which benefited one branch of business at the expense of another.

It will be interesting to trace the probable results of the Eaton plan if carried out on a large and extended scale. Not only would increased sales result in the Eaton stores but, through the medium of the wonderfully efficient mail-order organization of the company, the campaign would result in drawing business in more or less considerable volume from all sections of the country.

The inevitable consequence would be an injustice and a slackening of business in retail stores throughout the country. The retail stores are carrying hundreds of thousands of dollars of these goods for which they paid the manufacturer much higher prices. To this must be added freights, insurance, handling. To meet this factory-cost sale the retailer must sell his present stock at a heavy loss. The retail merchant cannot at any time buy on an equal basis with the departmental store which commands low rates by quantity buying. The mail order house is the hardest competitor the retailer has. What chance would be left to the retailer if the advantage in buying facilities always enjoyed by the departmental store and mail-order house were multiplied by the manufacturers selling them at cost in order to keep their factories running? If Eatons in turn were to sell at cost there would be no immediate financial benefit to that concern, but the advertising thus secured and the connection thus established with an increased nation-wide clientele would be of inestimable benefit. And further, what benefit would the country get if the activity of factories were stimulated at the price of stores being closed? It would be a clear case of robbing Peter to pay Paul.

If the idea is to be followed out to any extent, the manufacturers who supply the T. Eaton Co. at cost should be prepared to supply the retailers at cost as well. Some manufacturers do not sell the retailer on as low a basis as the departmental store because the latter buys in larger quantity. The arrangement of quantity buying drops out of the consideration when manufacturers begin to sell goods at cost for the sole purpose of finding employment for their hands. Everything that can be sold through the retail stores will help to keep the wheels turning just as surely as that which is sold in the departmental store. This would enable the local merchants to meet the department store on the common ground of a patriotic endeavor; and if the activity of the factories were stimulated as a result, it would not be at the price of setting the tide of public buying drifting in a new direction to the present and future detriment of the retail merchants.

No manufacturer should consent to sell his goods at cost on any other basis. If he does he will not, for reasons given above, be doing the country a real service. What may be more to the point he will be doing his own business a lasting injury, for he depends almost entirely upon the retail trade for the marketing of his product and any measure, even a temporary one, which goes to injure the retailer, will inevitably react back on the manufacturer.

On other grounds also it may be doubted if the Eaton plan is likely to have the desired result. More goods will be sold it is true. People will purchase who otherwise would have kept their money in pocket, but it is equally certain that others who would otherwise have purchased goods at the regular price will buy at the lower rate offered. Seeing that the whole plan is an experiment it is impossible to say whether the profits lost in that way—to store and manufacturer—would offset the advantages in extra sales, but past experience affirms that such would be the case.

It is a well-proven principle that a trying sales situation cannot be remedied by price-cutting, no matter upon what basis the cutting may be conducted.

It is not intended to hint at insincerity on the part of the T. Eaton Co., or to take from them any share of credit that may attach to a movement evolved in the public interest. From their standpoint it is a brilliant business move in its inception and the public have been cleverly prepared for it by the Toronto daily papers. It is necessary, however, to point out that the experiment is risky, unfair and not feasible; and it is also desired to present the retailers' side of the case to manufacturers who may not have considered the whole question very closely.

Store in Suburbs vs. Departmental

Defeating the Advertising of Large Stores in Evening Newspapers — Can the Smaller Retailer Successfully run Bargain Sales? — “Loyalty to Community” as Applied to the Suburbs.

An authorized interview by a Hardware and Metal representative with A. R. A’Bear, 155 Fairmont Avenue West, Montreal.

MUCH has been written in recent years about the country merchant in his effort to wrest from the mail order houses their tight grip on the hearts and purses of the farmers. Less attention has been paid to merchants who are waging a battle under very similar circumstances. I refer to those in the suburbs of our big cities, whose chief competitors are the department stores. He has his community just the same as the man in Centreville, and in like manner he feels the drain which is continually going on in the direction of the big emporiums styled department stores.

These two classes of merchant resemble one another in more respects than one. Like the Centreville hardwareman who buys his food from the local grocer, and encourages other fellow merchants, the other regards his suburb as a separate community, and does his utmost to be loyal to it by spending his own money there instead of taking it to the big stores of the city.

As time goes on, the Centreville man finds that “loyalty to community” is not sufficient to combat the mail order houses. He must go further. If his store is the same as has existed for years, with small display windows, and cramped interior, he spends several hundreds of dollars on a new front wherein to show all and sundry who pass by that he carries the same goods as are illustrated in the mail order catalogues.

The Downtown Lure.

In the same way, we who are waging war to the knife against the same foe in another form, are adopting methods which are calculated successfully to combat this competition. Looking at the matter from the standpoint of the woman, we find that she goes down town, partly to shop, and partly to wander leisurely around the display tables, picking up whatever appeals to her. She gauges her visits to some extent by the bargains offered in the department store advertisements. The fact that hardware is being offered at bargain prices is attractive to her. The trip down town is also a factor.

At the outset it must be admitted that the department stores, as far as prices go, can offer something more attractive than the man in the suburb. Take gar-

bage cans, for example: The big merchant in the city calculates on selling a hundred or more at this low price, whereas at the same price I could not expect to dispose of more than half a dozen. Further, in many cases the garbage cans being offered are seconds. I have never bought seconds, and never will. I have made it a rule that quality shall be one of my recommendations, and so far, the reputation I have gained in this respect has proved valuable. This question of seconds often proved a weapon for me. A woman comes into my store for a sauce-pan. She remarks that the last one she bought at Z——’s (a department store), was chipped when she bought it, and did not last any time. There’s where my thrust against shopping down town comes in; I inform her that she bought this saucepan at a sale, that she bought a second, which I will not have in my store under any consideration, and that I can give her a first-class saucepan at a little higher price which I will guarantee to take back should it prove unsatisfactory.



Display stand constructed at a cost of only five dollars.

A Woman’s Duty.

I have made a discovery in connection with department store sales which may prove valuable to other hardwaremen in suburbs, and possibly to the country merchant. I have found that the women in this district follow the advertisements very closely, and that while doing so, they also think of the store in their own suburb, and mentally ask themselves whether their own hardwareman can sell hardware at the same price. They are women, no doubt, who feel it their duty to trade with the merchant on the same street if he can offer them goods at the same price as those offered in the evening newspapers. As I stated before, it is impossible for us to quote the same prices, owing to the fact that we carry nothing that we cannot positively guarantee.

I have made it a custom to read the advertisements in the evening papers, carefully noting the prices quoted for hardware. Whenever a real bargain was offered, invariably several of my customers would phone, asking the price of that article. It was no use talking then of department stores offering seconds. It was a question of price. So I made it a custom to watch these inquiries, and to quote a price every time equal to that of my big competitors. To show that people in the suburbs will be loyal to their own community if they can get the right price, it is only necessary for me to say that in nine cases out of ten I get the business.

Exchanging Enamelware.

Diverting your thought from the relation of my store to the department house, allow me to refer for a minute to what I said about the saucepan a minute ago. It is my custom, in order to keep up a reputation for quality and reliability, to exchange any utensil that has proved unsatisfactory. Of course there are people who take advantage of this. I have had people buy roast-pans from me around Christmas, and bring them back because they were not big enough. In the bottom of one I found the grease of the Christmas turkey. What can you do in a case like that? Simply smile and let it pass.

In the case of enamelware that has been chipped badly, I made it a custom to replace it every time without any

fuss. Gradually I began to realize that this was not fair to the manufacturer, who was compelled to make the exchange without having seen the defective ware. Then I decided to refer all complaints of this nature to the manufacturer himself, and this practice has worked out perfectly. At the factory an expert examines the ware, and if it is found that the damage was caused by neglect, the customer receives a nice letter from the manufacturer suggesting that the pan was left on the fire too long, but as it is the merchant's custom to see that all his customers are perfectly satisfied, they are sending another piece of ware to take its place. This takes all the worry and responsibility off my shoulders, and teaches the customer a lesson she is not likely to forget.

Do Bargain Sales Pay?

There is one way in which we cannot compete with the department store in my opinion, that is, by holding bargain sales. I gave it a fair trial, and did not succeed. On one occasion I announced a reduction of 20 per cent. on everything in the store, but the extra business secured did not begin to make it pay. In fact, the thing was a fiasco. During January, I offered through the advertising columns of the weekly paper which circulates in this suburb, a reduction of 33 1-3 on toboggans. That is a big reduction, but I did not get one reply.

I do not mean to intimate that no toboggans were sold in my store, nor do I wish to give the impression that it does not pay me to advertise in our local paper. In the sale of toboggans I stand high for Montreal, and have had a very good season, but the response to advertising of this kind is unprofitable. As for advertising, I use big space in



View in the enamelware and aluminumware department, showing goods within reach of customers.

the local paper for regular lines, and get good results.

Value of Display Counters.

Now I come to an important move which has helped me more than anything else, I believe, to compete with the department stores. It is an idea they have used themselves to advantage, and one which I can use equally well in the suburb. Furthermore, the sooner the merchant in Centreville adopts the same tactics, the sooner will he effectually compete with the mail order houses.

One of the chief reasons why women go down town to shop is because they enjoy the easy manner in which they are permitted to pass from one display counter to another, picking up whatever articles tickle their fancy. Many of the goods bought are not wanted in the house, but because they see it and can handle it, they want it.

Early I began to offer the same facilities to my customers. At first I was able only to give them the run of a few display tables in the centre of the store. I arranged a side table with wire racks

for displaying five and ten-cent articles. A stand of several tiers I backed up against the window. All these brought business.

For the sole purpose of giving more room to these display tables, I doubled the size of my store, thereby offering every advantage to be found in the department stores. With this increased space I was able to offer a better variety in the centre of the store. Five dollars sufficed for sufficient lumber to enable

me to make a first-class display counter with two tiers, with space beneath for heavier goods and reserve stocks. The table I covered with some green serge I had in stock, which served the purpose as well as green felt.

Picking Up Business.

On this table I placed everything imaginable that a customer was likely to pick up while I was wrapping her parcel, saying, "You might put that in." They were mainly goods on which there is a large profit. I will give one or two examples. A line of shears was introduced which are being offered by a manufacturer on sample boards, eminently suited to a display counter. I had never done very much in shears before, but inside of two months I disposed of four dozen from this table. There is a carton of paring knives. We sell on an average twelve knives a week. True this is only three dollars, but it is three dollars that would undoubtedly go to the department store if I did not have them displayed. Then again, this is only one of a hundred items to be found on this counter. In the new section of the store I have devoted two large tables, similar to the one described, exclusively to enamelware. They look very tempting and I have no doubt my business in this line will warrant the expenditure I have made.

There is another weapon we can use successfully against the department store. Their help, especially in the hardware department, is often inefficient. The average hardwareman can serve his customers much more intelligently than the average department store clerk. He does it more quickly, too, and that is why a man who is in a hurry seldom goes into a department store.

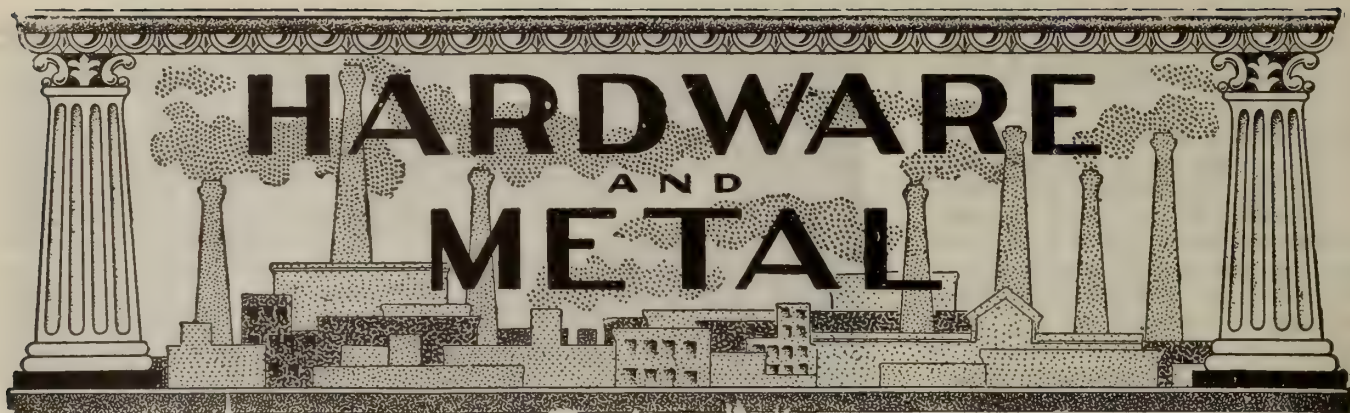
Deciding for a Customer.

How often is the hardware merchant called upon to make a decision for a customer? I carry two brands of floor-wax, say, or varnish. My customer wants to know which of these is best suited to

(Continued on Page 37.)



Showing household specialties on table in centre of store.



VOL. XXVII. No. 7

Toronto, Canada, February 13, 1915

Two Dollars per Year

REMEMBER Convention Dates, Feb. 24-25.

GOING TO attend the Hardware Convention?

"BUSINESS MORE than usual" is the slogan for the coming Convention.

A FAIR price, marked in plain figures, is indeed the apotheosis of silent salesmanship.

WHEN MONEY is tight, the merchant who can finance his business without assistance is indeed lucky.

WHEN IT stops growing, a plant quickly goes to seed. And it is pretty much the same with a business.

IF THERE is any such thing as luck in business—and we doubt it—it certainly does not come the way of the man who waits for it.

THE ANNUAL meeting of the Ontario Plowmen's Association took place recently. The plow is marvelously popular nowadays and in the end the wealth it creates is solid.

LET "Made in Canada" be a guarantee of good quality. That will be the most successful method of promoting the sale of Canadian made products.

THE ANNUAL report of the Postmaster-General, tabled in the Commons this week, shows that during the last fiscal year the number of rural mail delivery routes in Canada increased by 940, or nearly fifty per cent. The surplus of the department for the year was \$134,157. The total number of letters carried was 673,145,000, and of postcards, 64,493,000. Dead letters handled reached the total of 3,457,721, or about one in every two hundred of the total number of letters mailed.

Value of Signed Statement.

IN several issues of recent date Hardware and Metal in publishing articles regarding the annual inventory, has impressed upon readers the value of the signed statement. The credit managers to-day want facts, they want all the details. The Credit

Men's Journal in a recent issue bears out the statements made several times in Hardware and Metal. The journal states that good credit in the markets of the world enables every merchant to add to his ability to do business. It gives him the use of enlarged capital, thus enabling him to carry a more complete stock, increase his sales, and magnify his profits.

Large assets are not always necessary to the creation of credit; what is most desirable is, that credit be in relative proportion to the actual assets, and in harmony with conditions which create and maintain it. A merchant's capital is the sum of his net available resources, plus his credit. The giver of credit is a contributor of capital, and becomes, in a certain sense, a partner of the debtor, and, as such, has a perfect right to complete information of the debtor's condition at all times.

Credit is given a merchant because of the confidence reposed in him. Requesting a statement when credit is asked is not a reflection on one's character, honesty, or business ability, but is done to secure information to enable business to be conducted intelligently.

When a statement is made, it should be absolutely correct. To make it so necessitates the taking of at least an annual inventory and the keeping of an accurate set of books. Statement-giving, therefore, will tend to make a debtor a better buyer, because more familiar with his stock, more careful in giving credit, more conservative in incurring debt, and will result in a better knowledge of his business generally.

A merchant who desires to serve his own best interests should recognize that his most valuable possession, apart from his actual assets, is a sound, substantial and unquestioned reputation as a credit risk, and that under the prevailing conditions and demands of business, the most effective, and eminently the best way to prove his basis for credit, is to be willing to submit a statement of his financial condition.

What Service Means.

SERVICE, like charity, is a word that is glibly used to cover a multitude of sins. It is the most abused and the most elastic word in the vocabulary of commerce. The short-sighted merchant who slashes prices right and left with paranoic persistence in an effort to outstrip his competitor, does it in the name of service. Tax a retailer with spending money

on unproductive premium schemes and he will invoke the talismanic word of service in justification.

Here is a definition of Service which comes perhaps as close to the mark as it is possible to get: To provide the public with what it wants at the most reasonable price and with the minimum of bother to the public. The term "reasonable price" implies a figure assuring the retailer of a sufficient margin to enable him to supply his customers with a minimum of bother to them and still leave a fair profit for himself. A retailer who cuts prices consistently must either take it out in exorbitant profits on other lines or in inferior service. There is no other solution—short of bankruptcy.

The Professional Pedlar

A FEW months ago Hardware and Metal published a number of articles condemning the professional pedlar, not the man who through unfortunate circumstances is compelled to temporarily peddle goods for a living—but the professional out-and-out pedlar who comes to-day, loads the community with inferior goods and then suddenly departs leaving many victims. The articles caused considerable comment at that time and although one or two manufacturers rather upheld the pedlar, the majority agreed that we had taken the right stand in the matter. We did have the whole-hearted support of the retail trade and in many places where there were retailers' associations, steps were taken to enforce the transient traders' law, where such a law was in force. In other places steps were taken to have by-laws passed to check the wholesale depredations of the professional pedlar. The merchants of Fort William are among the latest to take steps toward stopping transients who evade paying taxes and at a recent meeting a resolution was passed to the effect, "That the council be asked to adopt a by-law regulating the business agents of outside cities coming into Ft. William and taking orders from citizens for different articles of merchandise." Thousands of dollars' worth of orders were annually taken out of the city, and a higher price for an inferior article was usually paid, it was said. It is claimed that if this new by-law is adopted by the council, it will regulate to a certain extent, this state of affairs. The president of the association was instructed to meet with the police, license and relief committee of the city council and if possible secure its passage.

Local Merchants Versus M.O.H.

FROM all parts of Ontario come complaints of the mail order houses gobbling the business that ought by rights to go to the local merchants, and in most cases the local merchants are to blame to some extent at least, states an Ontario weekly paper. The mail order houses have the science of advertising down fine and are not afraid of spending money on printer's ink. When the local merchant thinks to save a few dollars by dropping his advertisement out of the local paper that is the time the mail order houses get in their fine work with "bargains" for last-day shoppers.

During dull times the local merchants cut their space down or drop their ads., but not so with mail order houses, they flood the mails with catalogues, offering alleged bargains to clear off surplus stocks, and they double up on advertising and the highly

paid ad.-writers eclipse their former efforts to catch the nimble dollar. It is a case of making the public think they are getting something for nothing and that seems just the thing bargain-hunters feed upon and so they send their orders to the city often in the mistaken idea they have saved some money.

People forget that the big city mail order houses cannot give goods away below cost any more than can the local merchant, and that with a big salary list, a high rental, a high tax bill and other city expenses it is not likely that goods can be sold at less than cost.

What "Hard Times" Talk Does

"TALKING about a financial depression, brings one about as quickly as anything else," remarked a business man the other day to the writer.

How true that is!

"I remember," he added "that back in 1907 when the last depression was just in its infancy we had a case in point. One of our accounts located away up in Ontario several miles from a railway station whom we had billed as usual, wrote to say that owing to the financial depression he would like a little more time to pay his bill. At the time there was just a mere talk that one was on the way. He had seen this in one of the newspapers and used it as an excuse to hold back his payments."

Here is something about which the trade should be very careful. There is altogether too much talk about hard times. The effect this has on the farming community is sometimes magical. Farmers and others too frequently plead poverty without cause, simply because they are pretty sure they will be believed when everyone is talking hard times.

This story is told of a farmer and vouched for as absolutely authentic. He asked his local merchant whom he owed an account of \$50 or more for the loan of \$27. The man was a bit slow but nevertheless was a good account and the merchant gave him the loan. A day or two later by accident he learned from the local banker that the farmer in question had deposited \$100 the previous Saturday. This naturally made him suspicious and he took the matter up with the farmer next time he came to the store. The confession was eventually wrung from the customer that he needed just the \$27 to make the bank deposit an even hundred.

During the present crisis every retailer should make it a point not only to go after the farmer's business strenuously, but to insist to the very limit that he pays his bills promptly. The farmer has the money to-day and there is no reason why he should not pay his accounts promptly.

Bank Savings

DOES any merchant imagine that because purchasing has been curtailed that fundamentally conditions are not sound in Canada? Does anyone imagine that the falling-off in many centres of retail buying signified just that much depletion in the "surplus" of the public? Official returns show that *savings deposits in Canadian chartered banks were greater at the close of 1914 than at any time in Canada's financial history — \$665,000,000 on Dec. 31, 1914, compared with \$626,000,000 on Dec. 31, 1913, and \$625,000,000 on Dec. 31, 1912.*

Lines That Are Selling To-Day

The Problems Confronting the Retailer—Some are Dropping Out of the Game—While Others are Boosting Sales—What One Merchant is Doing — An Advertising Suggestion.

BY HENRY LEWIS.

SOME retailers report that business is very, very bad while others report that business is very fair and compares favorably with the corresponding period of last year. Of course local conditions have a great deal to do with business. Towns or cities largely dependent upon industries of various kinds are in many cases feeling the effects of the business depression. The sale of factory supplies has dwindled to some extent, and mechanics, on account of working short time, etc., are not buying to the extent that they would under normal conditions.

Building operations in the larger towns and cities have also slackened off and in this connection the demand for builders' hardware is under normal.

The month of February is what might be termed an off-month for the retail hardwaremen, and is usually more or less quiet, but when in addition to the usual quietness, we have war conditions as well, the situation is rather complicated.

"What lines are the present day sellers?" is the question many retailers are asking. The question is in one sense, a hard one to answer. In the cities the hardwaremen are pushing special lines. In order to keep sales as high as possible, considerable attention is being devoted to departments of the store that are to some extent neglected when business is good. There has been a tendency in recent years toward departmentalizing hardware stores, and many retailers to-day are finding out that the departments that are sustaining sales records to-day, are departments that did not find a place in the average hardware store of fifteen or twenty years ago.

Another very significant feature is that some firms, which in the past have only catered to the building trades, the factory and contracting trades, are to-day taking on lines of household goods that they would not touch under any consideration a few years ago.

It appears as though the problem of getting business is one that has to be figured out largely by the local merchant himself. Sales-creative measures used in one locality might prove a total failure in another. Every merchant should closely analyze the community he serves and find out for himself just what op-

portunities for business exist. This is being done by the majority of merchants. There are of course a number of store-keepers who work along lines of least resistance and in several cases they have fallen by the wayside, in other words, failed. They have been snowed under only to make room for a more progressive merchandiser.

Nearly all merchants are agreed that the sales to-day are nearly all of necessities. Few luxuries are being sold to the public.

In this connection the retail hardwareman has a distinct advantage.

The average retail hardware merchant who is a good buyer is not loaded up with luxuries. There are enough real up-to-date rapid selling specialties for

the shrewd hardwareman to sell without handling goods of a luxurious and non-essential character.

One of the most successful retailers in Ontario stated a few days ago that although sales of builders' hardware and tools had dropped off to some extent he was doing a surprisingly large business in household goods, such as kitchen utensils, wash-day needs, and general housecleaning supplies. The retailer stated that the housewife of to-day does not wait until the spring or fall to buy housecleaning requisites. They have become all-year-round sellers.

A visit to the large department stores bears out this fact. Table after table is loaded with household goods such as
(Continued on page 46.)

Invest Your Money

in Quality Hardware—not seconds. When you buy from us you can rest assured you are getting highest quality goods. Every piece of Kitchenware we sell has our personal guarantee—and our guarantee means something to you. Below are four specials from the household goods department:



MARMALADE SEASON.

You can't make marmalade without a good kettle. Don't take chances on a second quality kettle. See our guaranteed line at prices from 35c to 90c ea.

TEA KETTLES.

Solid copper, highly nickelled tea kettles made of heavy material in sizes No. 8 or No. 9, for \$1.75 each.



HOME-MADE BREAD

like mother used to make. With the OOOO Bread Mixer you can mix bread thoroughly in three minutes. A complete description is given in a circular we have for free distribution. Call and get one. Mixers are made in two sizes, \$2.50-\$3.00 ea.



THE SALE OF

all kinds of food cutters is growing rapidly, and hundreds of housewives are daily recognizing the value of the modern food cutter. Living costs can be materially cut down by using the Blank Chopper, with five plates, at \$1.50.

Blinn's Hardware

Phone 100

85 Main St.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Feeling the Pulse of Business—Improved Outlook.

Ready for 1916 Crop.

From Board of Trade News Letter.

Saskatoon, Sask.—The final revision of the Hudson Bay Railway route from Le Pas to Port Nelson gives a length of 424 miles. This is probably the most direct line in Canada for the distance. Two hundred and forty miles of the road is completely graded and other fifty-four miles partially so, leaving little over 100 miles to the Bay. Trains will shortly be able to run to mileage 214. It is expected that the grade to Port Nelson will be completed this year, and that the whole line will be ready for the handling of 1916 crop. Saskatoon will be the main terminal point for the Hudson Bay Railway. The distance between that city and Port Nelson is little over 700 miles by the survey. Central Saskatchewan will therefore be brought within little over a day's railway journey to tide-water on the north.

* * *

Boosting Home Trade.

From Merchant's Record.

Down in Mobile, Ala., they are carrying on an extremely lively "Trade at Home" campaign and merchants, manufacturers as well as the public at large, are boosting for Mobile. They have adopted a Community Pledge that has been signed by a large percentage of the residents. Here is the pledge:

"I pledge myself to first ascertain if anything I want can be had in Mobile stores before buying elsewhere and to buy through Mobile Merchants when they can get what I want. I intend to do all I can to build up Mobile industries by buying Mobile-made goods whenever I can get them. I further pledge myself to ask my friends and my relatives to do likewise."

* * *

Action of Steel Trust.

From New York World.

The New York World in its editorial comment on the action recently taken by the directors of the United States Steel Corporation when instead of cutting the wages of their multitude of employees, they decided to pass the quarterly dividend, says in part:

"This action of the Steel Trust will not stop where it is. It must inevitably radiate an influence for stability in wages extending over the whole steel industry. If it is to be cursed as a power in the trade for high and stable prices, it will have to be praised now as a power in the trade for high and stable wages. If natural or legal forces have made it less of a menace to competition than it was, we shall have to admit that it has voluntarily assumed an influence in the trade at its own cost to protect the worker from the consequences of over-competition."

There is every reason now why every manufacturer, wholesaler, retailer, traveling salesman—employer and employee—should do all he can toward accelerating the onward march of business. The quicker conditions become

normal the quicker we shall all begin to reap greater sales and profits. The underlying conditions are right. The only thing needed is a little more of this sort of confidence displayed by the directors of the United States Steel Corporation.

* * *

War Prisoners as Miners.

From the Ironmonger.

Coal-getting is made difficult in Germany owing to the dearth of men, and it is suggested that prisoners of war shall be sent down the pits to work the coal. It has been discovered that in a booklet published in 1912 to commemorate the opening of a new Town Hall at Herne, and written by a former Mayor of that town, the statement is made that in the war of 1870 French prisoners were put to underground work in the coal mines of the Rhine Province. It is now suggested that trained Belgian miners should be first employed, and that a regular contract should be made between them and the mine-owners. The miners would remain prisoners under the control of the military authorities, who would watch that nothing was done by the prisoners to endanger the safety of the mines. The Mining Association at Dortmund states that during the war of 1870 French prisoners of war were employed not only in Herne, but in various other mines as well. Some of the mines quickly discontinued the employment because of the prisoners' insubordination; others were thoroughly satisfied with their work and behavior. The fear of friction between the prisoners and the local miners proved to be unfounded.

* * *

Sees Prosperity Ahead.

From Hardware Age.

"The mists that have for a long time filled the business world have been blown away, and we are now beginning to breathe the oxygen of confidence," said President Wilson in an address before a large national business gathering in Washington during the week.

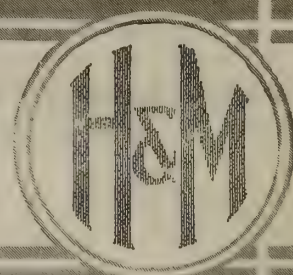
The President said he could state with a great deal of confidence that the United States is on the eve of a new era of advancement and prosperity such as will make past experiences in the business world appear as inconsequential.

Whatever else has been demonstrated by recent utterances of the Chief Executive, the fact has been made quite clear that there has now come an end to legislation proposing further regulations and restrictions upon business and corporate enterprise in this country. This one fact that has been carried away from Washington is welcomed as a substantial aid in the advancement of industrial relations within the United States. President Wilson, furthermore, has impressed those officers of big corporations, that have come in touch with him during the past few weeks, with his idea of boom times ahead, and there is, very admittedly, a much more optimistic feeling with regard to the future than obtained not so very long ago.



Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.



CHANGES IN TARIFF.

Many important tariff changes have been announced by Finance Minister White. The most radical change is along exactly the same lines as predicted by Hardware and Metal in a special editorial about four weeks ago. The "Tariff Question" will be taken up in the next issue of Hardware and Metal.

As a result of increases in the tariff, many changes will be made in hardware prices during the next two weeks. Many jobbers have already advanced certain lines. One jobber asserts that price changes will be made in all hardware lines. Advanced prices on nails may be expected almost immediately.

Opens Temporary Premises.

Bracebridge, Ont.—Geo. W. Ecclestone, whose hardware store was destroyed by fire is doing business in temporary premises in the Russell Block opposite the Public Library. The damaged premises are to be replaced and should be ready for occupation by April 15.

Business Changes.

Strathroy, Ont.—Parker & Sands have dissolved partnership, Mr. Sands retiring. The business will be conducted under the name of B. O. Parker & Co.

Lucknow, Ont.—A change will take place early in March in the hardware business of Bell & Dowse. Mr. Dowse withdrawing from the business.

Fire Losses.

Amherst, N.S.—Fire, which wiped out several business firms, destroyed the store of Chapman & Flynn, dealers in stoves and furnaces.

Montreal, Que.—The store of Lamarre Freres, 1757a Notre Dame Street W., Montreal, suffered loss by fire on Thursday, February 4, amounting to around \$40,000. This was only one of several stores seriously damaged in the same fire.

Ontario Incorporations.

The Sepoy Mfg. Co., Ltd., capitalized at \$20,000, head office Lucknow, to carry on business as manufacturers of and dealers in bag holders, trunks, sleighs,

wheel-barrows, ladders and other articles of wood and iron.

Dominion Fibre Co., capitalized at \$40,000, head office, Doon, Ont., to manufacture wool stock, mattress and upholstering stock, curled hair and cotton felts, etc.

Hardwareman is Chairman.

Chatham, Ontario.—When the Chatham Board of Health met recently for its inaugural 1915 meeting, the strange coincidence was witnessed of father and son both being present as members of



E. J. WANLESS,
Hardware Merchant, Mayor of Chatham, Ont.

the same municipal body. More than that, they are associates in the same business. J. C. Wanless, of the Wanless hardware store has been a member of the Chatham Board of Health for many years, while Edmund J. Wanless, his son, is a member of the board ex-officio as mayor of the city.

A Good Sign.

Sam Greenberg of Yorkton, Sask., strikes a hopeful note as to business conditions. When in Winnipeg this week Mr. Greenberg was talking over conditions with some fellow hardwaremen. Since he opened up in Yorkton, some six months ago, business has been so good, it seems, that it has been necessary

to rent the store adjoining that in which the business was started. Mr. Greenberg's store is situated in an arcade.

Death of J. A. Dibblee.

Woodstock, N.B.—The death occurred here of J. Allen Dibblee, of W. F. Dibblee & Son, wholesale and retail hardware, after a few days' illness with Bright's disease. Mr. Dibblee was fifty-eight years of age, and was identified with many interests. Mr. Dibblee was a popular man. He was elected to the Legislature in 1892 and again in 1895. He was mayor of the town for two terms and a member of the town council for twenty years, retiring only this year. He took special interest in town affairs, and was progressive, and in this regard will be much missed. He was senior warden in St. Luke's Church, a member of the School Board, and prominent in Masonic circles. Mr. Dibblee rose to his prominent position in business and social life by the power of his own personality and energetic endeavors, and his place will not readily be filled. His influence was always for advancement and he always stood loyally by Woodstock and its interests.

Winnipeg Notes.

Mr. Larson, of Provost, Alta., has been in Winnipeg this week on a buying trip.

M. A. Searle, hardwareman of Perdue, Sask., passed through Winnipeg this week on his way West. He has been spending some little time at his old home in Rochester, N.Y.

The friends of F. S. Morris, manager of the hardware department of Campbell & Fergusson, Ltd., of Melita, Man., will be interested to learn that he has recently joined the benedicts. Mr. Morris and his bride were in Winnipeg this week after spending their honeymoon in the Twin Cities.

Mr. F. Morton Morse, president of the Miller-Morse Hardware Co., accompanied by Mrs. Morse, was one of those on the steamship Lusitania which arrived in England Saturday flying the Stars and Stripes. A cable from Mr. Morse says nothing about this incident, but mentions that the passage was exceedingly rough. Mr. and Mrs. Morse will be in the Old Country about three months.

PRESENTATION TO FRANK J. RUSSILL,

Proprietor of the Russill Hardware Co.,
on the Eve of His Wedding.

A very enjoyable event took place on Wednesday afternoon, after business had closed for the day, when the staff of the Russill Hardware Co., Toronto, and a few friends presented the proprietor, Frank J. Russill, with a very handsome club bag, as a slight token of their esteem, on the occasion of his departure for Baltimore, Maryland, where he is to be married on Monday, the 15th inst.

The staff selected the manager, Charles G. McMillan, to make the presentation, which he did in a very appropriate speech, alluding to the good feeling which had always prevailed between Mr. Russill and the staff.

Mr. Russill, in reply, made a very happy speech, in which he referred to the cordial relations which had always existed, and which he hoped would always continue in the future. He said that he would value the tangible expression of their regard as a visible evidence of their loyalty.

C. G. Knott, representing the Steel Company of Canada; H. T. Eager, representing Wood-Vallance & Co., and F. M. Baker, representing T. S. Simms & Co., Limited, St. John, N.B., and Wm. Cane & Sons, Newmarket, were called upon by Mr. McMillan for a few words. They all replied that they could look upon their business dealings with Mr. Russill with very pleasant memories, and they congratulated him on his approaching marriage on their own account, and also on behalf of their officials and representatives of their several companies.

The gathering broke up by one and all wishing Mr. Russill and his fiancée many years of happiness and prosperity and by singing "For he's a jolly good fellow." Three cheers and a tiger were given with much enthusiasm.

A Presentation.

Calgary, Alta.—J. M. Baker, who lately resigned his position as manager of the Hudson's Bay store, was presented by the clerks with a trip to Honolulu and a seal travelling bag. The presentation was accompanied by an address.

Personals.

Fred Smith, of the Smith Hardware Co., Belleville, Ont., was in Toronto this week visiting the trade.

W. G. McIntosh has recently been appointed sales-engineer for Toronto by the Herbert Morris Crane & Hoist Co., Limited, makers of lifting and shifting machinery.

Mr. McIntosh graduated from the School of Practical Science in 1909, ob-

taining an honor degree in mechanical engineering.

Mr. McIntosh obtained considerable experience with the Otis-Fensom Elevator Co., the Toronto Power Co., the Canada Foundry Co., and the Dominion Bridge Co.

Fight For Business.

Hamilton, Ont., Feb. 9.—An interesting legal battle has started over the hardware business of Wood, Vallance & Co. When William Vallance died in November, 1913, he left as his executors John G. Gauld, K.C., Wm. Vallance and G. F. James and instructed them to continue his interest in the business.

Under the articles of partnership Mr. Wood claims the right to take over the Vallance interest. The executors dispute the claim. They hold that William Vallance, having the larger interest and as no partnership arrangement can be made with Wood for a continuation of partnership, that the business should be wound up and the estate have the right to purchase it when sold.

The application to have an arbitrator appointed is before Judge Middleton, who has reserved his decision.

STORE IN SUBURBS VS. DEPARTMENTAL.

(Continued from page 31.)

her purpose. The average merchant makes a close study of the lines he carries, and is able to supply intelligent advice. What would be the use of calling up some of the girls who serve in department stores for this information?

We have a further advantage over the department store in our personality. We are known by the people in the district, and if our reputation is good, business is bound to come. Personality is something often lacking in the department store. A woman who comes in here for information or to make a complaint, knows that she is talking to the store when she speaks to me. Where would she go in a department store?

I think you will agree with me I have gone a long way to substantiate my claim that we are able to compete successfully with the department stores by adopting up-to-date methods.

Selling Advertised Lines.

Here is an idea I have put in practice, which others might find practicable. I noticed a continued demand for goods advertised in national publications like The Saturday Evening Post, The Ladies' Home Journal, MacLean's Magazine, etc. This determined me to go after this business with energy. It meant simply that I was "cashing in" on the advertising of these well-known magazines. I met with wonderful success, and now, whenever I see hardware advertised in a publication read by women, I get it in stock.

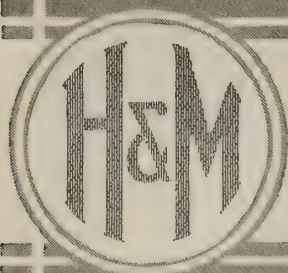
Of one line alone I disposed of five hundred in a year. In some cases I have difficulty in securing these lines from the jobbers, in which cases I buy direct.

CONDITIONS IN ST. JOHN.

St. John, N.B., Feb. 3, 1915.—Mid-winter and mid-war business conditions continue fairly satisfactory, and there is a spirit of optimism abroad that is irresistible. Shipping freights were never higher than they are at the present time, due to the large amount of grain, food-stuffs and lumber that is offering for export, and to the limited number of vessels that is available. As high as 120 shillings per standard is being offered for spring delivery of deals, and 7s. 6d. per quarter for grain. Though immense shipments are being made from this port every week to Great Britain, Europe, Africa, Australia and New Zealand, there are still large quantities in the warehouses and in cars along the line of the C. P. R. awaiting vessels. The outlook for lumber is particularly good, and if the weather is at all favorable the cut this winter will be very large. This trade, like others, is suffering from the scarcity of ships. In groceries, hardware and dry goods an active business is being carried on. Collections are reported to be slow in spots, but excellent in comparison with some other parts of the country. The basic industry, agriculture, is sound and, under the impetus of the war demand, will likely show much greater development during the approaching summer. It is expected that there will be a larger acreage brought under cultivation, and that along other farm production lines there will be a like increase. The Federal and Provincial Governments and the Board of Trade of this city have united in a demand upon the farmers for a bigger crop in all lines in 1915, and there is no doubt that the farmers will respond to this demand. Owing to the war, the number of immigrants is small in comparison with other years. The unemployment problem has not reached the acute stage here that it has in other cities because of the fact that St. John being the winter port of Canada, it is always busy in the winter season with its shipping activities. Real estate is beginning to show a little activity, and a number of transfers of city properties have been reported. Values have not dropped to any appreciable extent.

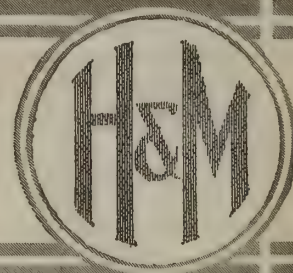
Metal Shelf Boxes.

Cameron & Campbell, Queen Street E., Toronto, have issued an attractive 16-page catalogue, illustrating and describing their lines of metal shelf boxes, counters, store fittings, etc. Copies will be mailed on request.



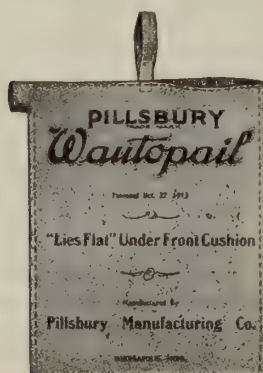
New Hardware Goods

Offered Canadian Hardwaremen



PILLSBURY WAUTOPAIL.

The Pillsbury Mfg. Co., Minneapolis, Minn., offers to the Canadian trade the Pillsbury Wautopail, which the makers state is "just what you want and actually need to fill your radiator with." The Wautopail is manufactured from

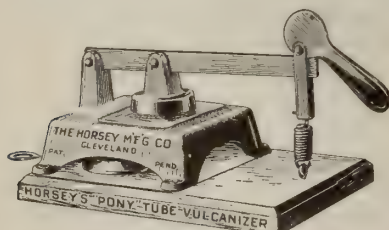


Pillsbury Wautopail.

high-class waterproof canvas. It lies flat, is constructed for rough usage, weighs eight ounces, and is said to be practically indestructible. There are no hinges, pins or other parts to become loose. It is said to be an indispensable article for the man who owns an automobile. Full particulars will be mailed on request.

HORSEY VULCANIZER.

The Horsey Mfg. Co., Cleveland, Ohio, has just placed on the market the Horsey Pony Vulcanizer, here illustrated. The makers state that the vulcanizer is specially made and constructed to demonstrate that Horsey-no-cement tube patches can be vulcanized after applying according to directions without the use of any cement. It is built on the principle of large vulcanizers and has a



Horsey's Vulcanizer.

spring tension on tube during vulcanizing. The makers claim the vulcanizer

can be handled without burning the hands or the tube. The vulcanizer is heated with denatured alcohol giving a steady uniform heat without flaring up. The vulcanizer is 5 x 6 inches, all parts nickel plated and is mounted on 8 x 10-inch board protected with galvanized iron. The vulcanizer is packed in a substantial box with one box containing 12 assorted (large and small) Horsey no-cement patches, sandpaper and instruction sheets all complete.

UNIVERSAL TEST CLIPS.

R. S. Mueller & Co., 423-425 High avenue, S. E., Cleveland, Ohio, offer to the Canadian trade their line of Universal Test Clips which are used in charging storage batteries. They are said to be time savers when used in charging automobile storage batteries. The clips are made of copper and may be used over and over again. The jaws have a wide spread and the springs are strongly made. The makers state that it is no longer necessary to bother to



Universal Test Clip.

twist a snarled tangle of copper strands into shape to wind around the binding post or lug. Fit your connecting cords with Universal Test Clips.

LEAD WASHERS.

The American Casting Co., 52 Pearl Street, Brooklyn, N.Y., offers to the trade a new line of concave lead washers for galvanized iron roofing and siding.

The company states that, as galvanized iron roofing is liable to corrode where the nail or bolt is driven through the sheet, the use of the concave lead washers does away with the corrosion by making an absolutely water-tight joint under the nail or bolt head, thus preventing the water from accumulating there.

The washers are being manufactured by the company in all sizes, and in either flat or concave styles. They are packed in boxes containing 100 pounds each.

THE DUTCH MAID.

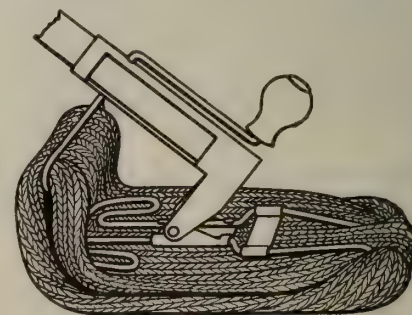
Gustav Franklin Co., 8 South Dearborn Street, Chicago, Ill., are offering to the Canadian trade the "Dutch Maid" self-wringing mop here illustrated. The



The Dutch Maid Mop.

mop is built of hardwood maple, galvanized steel, and is said to be fitted with the finest cotton roving. In using the mop, the pressure is applied directly over the heavy cotton cloth, combining the advantages of both brush and mop. Upon lifting the mop from the floor the cloth falls to position for wringing. The movement of the mop is forward and backward, and no flopping action is necessary. The handle is 54 inches long. The heavy cotton cloth gives 50 square inches of contact surface, and is so made that every inch of it can be utilized.

The Board of Trade of Moose Jaw, Sask., has joined in with the Retail Mer-



Dutch Maid Mop Ready For Use.

chants' Association to help them secure a reduction in the business tax.

Practical Problems for Sheet Metal Workers

ARTICLE No. 17 OF SERIES

By CHARLES SEIVERS

In this we will endeavor to explain how we cut a more than two-piece elbow pattern in round pipe. Having decided, how many pieces the elbow is to be made, the first step is to find the amount of rise to give each section of the elbow. To find this, draw a quarter circle, with a radius equal to the diameter of the elbow required, as shown by A-B at A in Fig. 1. With dividers or compasses divide the quarter circle in two equal parts, one part less than the number of pieces required in elbow, so that for instance for a four-piece one, divide into three equal parts, as shown by 1, 2, 3 at A in Fig. 1. Divide one of these divisions into halves, one of which will be the raise required, as shown by B-1-4 at A.

At B is shown the sections as divided, laid out in a similar manner to an elbow.

In ordinary practice it is only needed to develop one-piece of the elbow. At C is laid out A-B equal to the diameter required, and at right-angles to A-B at A is A-C equal to one raise of the elbow as shown by B-4 at A. On the line A-B draw a half-circle, divide the half-circle

into a number of equal parts as shown by the figures 1 to 11. From each of these points draw lines at right-angles to A-B extending them until they join the line C-B. The next step is to outline the pattern. Draw two parallel lines as shown at A-A and B-B. At one end draw a line at right-angles to A-A to B-B. From this point set off on A-A and B-B the divisions on the half-circle, from 1 to 11, and repeat in order to make the circumference complete. Next draw lines joining 1 to 1, and 2 to 2, etc. With compasses or dividers, measure the distance from the line 11-1, to the line C-B, commencing at point 1, and set off from A-A on lines numbered 1, measure off space 2, and set off on lines two, measure off space 3, and set off on lines numbered 3, and so on until the space numbered 11 is reached, when it can only be marked off once, it being the centre of pattern. Now draw a line through the points just obtained on pattern, which will give outline of one end piece. To mark out balance of elbow, one line 1-1 on each end mark off, first the amount of raise, as from A-C shown at C, then the desired width of each piece

of elbow in the throat, and then the raise A-C, as shown, by D-E and F at each end. Cutting out the portion of pattern just finished, turn it over on to the upper part of layout, keeping the points C-C even with the points F-F when even scribe off with scratch awl or pencil. To obtain the next piece, on lines 1-1 mark off the width of each piece at the throat as between D and E, as shown by G-G. Using the first portion of pattern obtained, next place the points C-C over the points G-G and when even scribe around. The balance of the layout or piece will form fourth piece of pattern. The dotted lines show the allowance for locks on each end, (no allowance is shown for small end), the notches on the locks are to allow machines turn edges.

In Fig. 2 we have an angle elbow in three pieces. At A is shown the angle A-B-C, which is divided in the same manner as described for a square or 90 degree elbow. At B is shown the raise laid out to obtain the height at the different points, and below is shown the pattern developed all the different steps being the same as described in Fig. 1.

PLATE 17

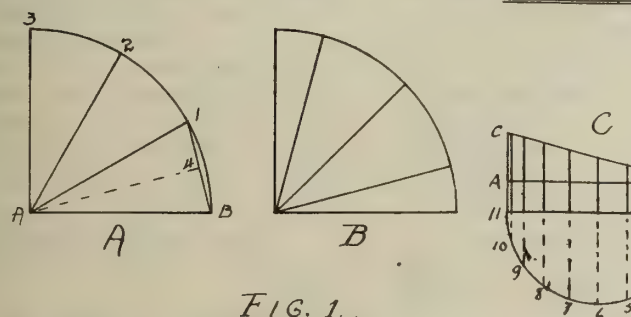


FIG. 1.

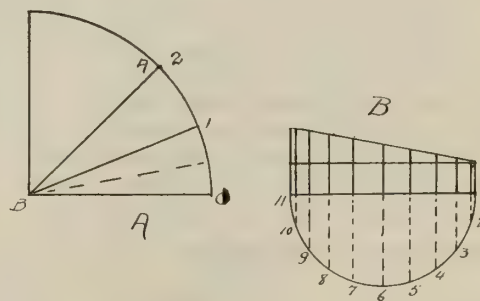
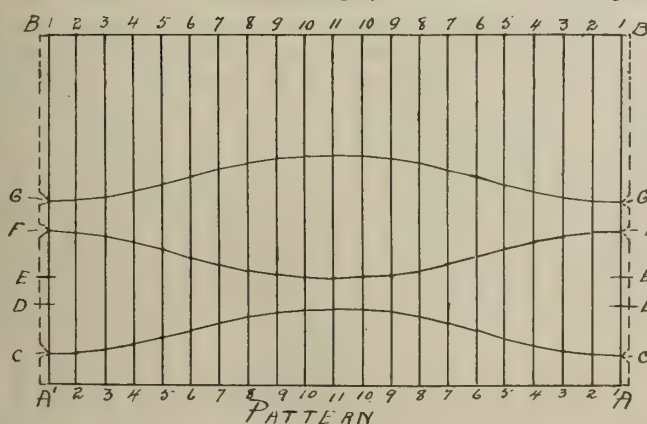
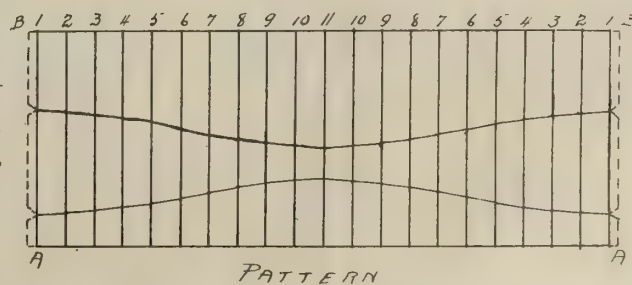


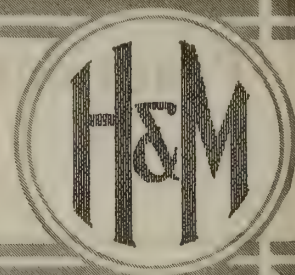
Fig. 2





Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

Trade in agricultural districts is about normal for this season of the year, while in the industrial centres trade is below normal. Considerable attention is being given to collections at the present time. Jobbers report that booking for spring delivery continues in a fairly satisfactory manner. Many retail firms are endeavoring to push the sale of hardware specialties, particularly household goods. Very few price changes have taken place during the week, although many are expected as a result of tariff changes which are expected to take place.

MONTREAL.

MONTREAL, Feb. 11.—The trade has been feeling the tension of the impending tariff announcement, although it is generally admitted that this has reference to a passive rather than an active attitude and that for the most part there has been little speculation to the extent of buying against advances. On the other hand, in many lines the announcement was awaited before price changes could be considered. Even in the wholesale trade there is no indication that speculation has been on a broad scale and the tendency throughout seems to be one of caution with a hand-to-mouth turnover.

Demand has not been improving so well as the trade would like. After a good January there has been some falling off. The city demand is very quiet and although the country is about up to normal, buyers are evidently using care in stocking up and this care is also noted in the booking. The present indications are that deliveries will not be heavy

until April, although there are some bookings for the middle of March.

Metals continue to be the centre of interest, and copper, spelter and zinc are up. The result of spelter advances is noted in a reduction of 5 per cent. in the discounts on galvanized ware. The minimum base for pipe has had the effect of creating a materially higher schedule for orders of less than 100 feet; formerly there were discounts prevailing under the base on large orders. Montreal wholesalers have again discussed the nail situation and decided to hold to the \$2.15 base for wire.

The Metals.—Under the influence of war conditions, the metals are holding the centre of the stage of trade interest. Important advances of copper, spelter and zinc are the features of the week, these changes being evidently in the way of adjustments in the Canadian market to meet the conditions on the other side of the line rather than indicating coincident changes in New York. In other words, it appears that under light demand the tendency is not to advance prices here in sympathy with the market, unless the high price holds long enough to influence the cost of stocks.

Tin.—Tin holds the high position to which it was advanced a week ago, although there has been a decline in New York of about 2c since the beginning of the month, this being in sympathy with London. Markets are weaker on account of lack of buying interest which continues. Large consumers appear to be well supplied with spot and early delivery tin, and they might be inclined to sell and replace with futures were it not for the fact that the situation is altogether too uncertain and developments cannot be in any way foreseen.

Copper.—The continued high prices which have prevailed in New York for

some time have had the effect of driving the price still higher and \$16.50 is now the basis quoted, although "held" stocks may be offered at less to encourage business. The fact remains that with copper at \$14.50 in New York, and it has been that high and higher for a couple of weeks, the cost price per car in Montreal is better than \$15.75, and \$16.50 on small orders does not leave a very big margin. The present situation in world markets is that there is easiness in prospects for larger consumption encouraged by the present prices, but against this there is the uncertainty of the ability of Germany to interfere with shipping to England. Such interference would undoubtedly have a direct effect on conditions.

Zinc.—An advance in the price of zinc has been decided on, \$11.50 being quoted for casks as compared with \$11 and \$12.50 for less than casks as compared with \$11.25. A further advance in this department is to be expected in the event of the market holding its present level, the New York quotation being \$11.50 f.o.b. smelter. An advance of half a cent was announced on Wednesday.

Solder.—Here the situation shows little change despite the continued high price of tin. The trade appears to be holding prices down as low as possible to encourage demand and the quotations vary according to the purchase price. Dealers who had short stocks when the advances in tin took place are in the position of having to charge higher prices than others; 19½c to 22c covers "commercial" and 22c to 24c the "strictly."

Other Metals.—A further advance is noted in spelter, the price being 9¼c as compared with 8c a week ago. The price at St. Louis is 8c and the market is firm; in fact, there are cases where this figure has been recorded. Stocks are short and the outlook is very unsettled. Lead is unchanged but strong. In fact, it was expected in New York that the Trust would advance the price, as a higher base level would be warranted by the conditions prevailing, a substantial premium having been paid above the market in some cases. However, the fact that an advance was made leads to some suspicion that the strength may be artificial. Antimony is strong at \$19 and

MONTREAL QUOTATIONS.

Tin	43½ to 44c
Spelter	8c
Copper	14½c
Lead, Trail, cwt.	\$5.00
Lead, Imported, cwt.	\$5.00
Antimony	19c
Solder, ½ x ½	19½ to 22c
Solder "strictly"	22c to 24c
Aluminum, Ingot	22c lb.
Aluminum, Pattern	23c lb.
Wire Nails	\$2.15 base
Cut Nails	\$2.50 base
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp	11c base
Sisal	9½c
Lath Yarn	8¾c

with a continuance of the present conditions on world markets an advance may be looked for. Cookson's is quoted at \$19.50 to \$20 in New York as compared with \$19 in Montreal. New York notes that the average price for antimony for January, 1915, was \$17.56, as compared with \$17.31 in the corresponding month of 1914.

Bar Iron and Steel.—The conditions here continue very quiet so far, as the demand in the hardware trade is concerned. The base for bar iron may be put at \$2, with a 5c spread in each direction.

Galvanized Sheets.—The continued high price of spelter is having an effect here and some dealers have advanced the price 10c a cwt. A war duty placed on sheets would have the immediate effect of causing another advance.

Nails.—The nail situation holds a great deal of interest for the trade and at a meeting of the Hardware Association this week the question of lowering prices to meet cutting reported in Western districts was considered. The decision was to remain by the present prices and the base continues \$2.15 for wire and \$2.50 for cut.

Iron and Lead Pipe.—The new schedule of prices as fixed by the manufacturers has gone into effect here during the week. The base is somewhat lower in some respects than the former so far as the actual figures are concerned, but as the new figures are an absolute minimum with no discounts, the prices are really higher. This may be noted from the fact that the "Association" in Montreal has decided upon a materially higher scale for orders under 100 feet. This scale is as follows:

Buttweld

Size.	Black.	Galv'z'd.
1/4 and 3/8	\$ 2.17	\$ 3.12
1/2	2.64	3.62
3/4	3.03	4.24
1	4.47	6.26.

TORONTO QUOTATIONS.

Tin	40c
Copper	15 1/2c
Lead	5 1/4c
Spelter	9 1/2c
Antimony	19c lb.
Aluminum Ingot	22c lb.
Aluminum Pattern	23c lb.
Solder, 1/2 x 1/2	25c lb.
Wire Solder	28c lb.
Wiping Solder	21c lb.
Tinker's Bar Solder	27c lb.
Wire Nails	\$2.05 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9 1/2c base

1 1/4	6.05	8.47
1 1/2	7.24	10.13
2	9.73	13.03
2 1/2	15.40	21.56
3	20.13	28.18
3 1/2	24.21	33.89
4	28.68	40.15

Bolts and Screws.—The demand indicated some interest on war tax prospects but nothing of a material character and the consumption is naturally below the normal. The metal situation keeps the prices firm.

Rope and Twine.—There is little change here. Present demand is light but there is good booking for Spring in line for country needs. Prices are shown in Current Quotations.

Wire Fencing.—In addition to very satisfactory booking for spring there is beginning to be a demand for immediate delivery of poultry netting.

Builders' Hardware and Materials.—Business here is very small, although there is beginning to be some inquiry for lines included in housebuilding supplies.

Stoves and Furnaces.—There is no indication of a revival of trade here and the trade seems to be settling down to a comparatively inactive early spring demand.

Advance in Utensils.—The higher cost of galvanized metal following advances in spelter have had the effect of reducing the discount on galvanized pails from 50 per cent. to 45 per cent., and on galvanized ware from 45 per cent. to 40 per cent. There are likely to be further changes on a wider basis as the result of the tariff.

Seasonable Lines.—Sap goods continue to move out and in addition to lines mentioned a week ago there is beginning to be an immediate call for poultry netting.

An increase in the price of Columbia batteries from 17c to 18 1/2c is announced by some firms.

TORONTO MARKETS.

TORONTO, Ont., Feb. 11.—The chief item of interest in the hardware market is the budget, which is scheduled to come down to-day, and there is a considerable amount of conjecture as to what lines will be affected and the amount of extra duties imposed. It is unlikely that the budget will cause much inconvenience in business circles, as trade is more or less dull and the necessary adjustments can be made more easily on that account.

Business in hardware circles is still quiet, especially in the city, but the outlook is somewhat more promising, although no great improvement is anticipated until the spring. The country trade shows up better but stocks are being

kept low pending a return of more settled conditions. Builders' supplies are still moving out slowly, but there is a fair demand for seasonable hardware lines and sporting goods. The iron and steel trade shows little, if any, improvement and the pig iron market is very dull. The scrap metal is weak, with little demand.

Metals.—The local situation has not changed to any material extent and business is still of the hand-to-mouth order. There is a noticeable improvement over last month's business, but conditions are still below normal. The primary markets continue to show strength in some metals and this is reflected in local prices, although there have been few advances during the week. An interesting feature is the spelter market, which continues to advance, being now 1/2c per pound higher than last week. Copper advanced 1/4c per pound and the market is strong. The tin market is firm but unchanged at 40c per pound. Lead and antimony are both firm but unchanged at 5 1/4c and 19c per pound respectively. Aluminum is unchanged at 22c per pound. There has been no further change in solders, detailed prices of which are given in the current market quotations.

Tin.—The seriousness of the tin situation in London has been relieved and cargoes are now being discharged with less delay than formerly. The market is firm and local quotations unchanged at 40c per pound.

Copper.—The copper situation is unchanged and the primary market is strong. Copper has advanced 1/4c, and is now being quoted 15 1/2c per pound.

Spelter.—Most extraordinary conditions prevail in the spelter market which holds strong at unusually high prices. Heavy export demand and steady demand from brass mills are the chief factors in the strength of the market. The local market has advanced 1/2c, the price being 9 1/2c per pound.

Lead.—The market is firm and there are indications that the price will advance. Local prices are unchanged at 5 1/4c per pound.

Antimony.—Prices of English brands are higher and the market is strong. Local quotations are unchanged at 19c per pound.

Bar Iron and Steel.—The steel trade is dull and the outlook unchanged. There is a fair demand for merchant bars but little inquiry for structural shapes, the building trade not having improved to any appreciable extent. Prices on bars, plates and shapes are unchanged at \$2 base.

Pig Iron.—There is no change in the pig iron situation. Trade continues dull. Prices on Victoria and Hamilton brands are quoted at \$17 per ton.

Galvanized Sheets.—Business is dull

and prices are unchanged on galvanized sheets, but it is anticipated that there will be an advance on account of the high price of spelter. Prices in the States are higher and in many districts have been withdrawn. The market is very unsettled.

Wire Nails.—There is no change in the wire nail situation and the market is firm. Wire nails are being quoted at \$2.05 base, less 2 per cent., 30 days. Cut nails are unchanged at \$2.70 base.

Iron and Lead Pipe.—Business is quiet in both these lines and prices are unchanged. Lead pipe is being quoted at 7½c, 5 per cent. off, and waste pipe 9c, 5 per cent. off. Prices on iron pipe are given in the current market quotations.

Stoves and Furnaces.—There is not much business moving in this trade, the season's requirements being mostly filled.

Rope and Twine.—The demand for these lines is improving, but the general situation is unchanged. The price of raw jute is advancing but there have been no price changes in rope. Twines also are unchanged. Prices are given in the current market quotations.

Kitchen Utensils Advance Expected.—There is a steady demand for enamelware. There has been no change in prices, although there is a possibility of an advance on account of the high prices of raw materials. This refers especially to galvanized ware on account of the high price of spelter. An advance of at least 5 per cent. is not at all improbable.

LONDON.

LONDON, Ont., Feb. 11.—All railroads connecting with London that were blocked by the snow-storm last week are now open, and business is showing some improvement this week. No important price changes have taken place this week, although there is a disturbing sense of expectancy with respect to expected tariff changes. Orders for spring delivery are being received in satisfactory volume, and very little complaint is heard from local jobbers.

Wire, Nails, etc.—Quotations remain at \$2.05 base for wire nails and \$2.70 base for cut, with little demand.

Linseed Oil.—No changes have taken place in oil quotations, which are as follows:—

Raw Linseed—

1 to 2 barrels.....	68c	per gallon.
3 to 5 " 	67c	" "
6 to 9 " 	66c	" "

Boiled—

1 to 2 " 	71c	" "
3 to 5 " 	70c	" "
6 to 9 " 	69c	" "

Turpentine is quoted in single barrel lots at 66c per Imperial gallon; 2 to 4-barrel lots, 65c per Imperial gallon; 5-gallon lots, 73c per Imperial gallon.

Spring Goods.—A very fair amount of spring booking is still coming on the following lines:—Screen wire, in 100-ft. rolls, at \$1.50 per 100 sq. ft.; 50-ft. rolls, \$1.55 per 100 sq. ft.; poultry netting, 50-10-5 per cent.; harvest tools, 50 per cent.; fence staples, bright, in 100-lb. kegs, \$2.50 per 100 lbs.; 25-lb. boxes, \$2.75 per 100 lbs.; galvanized 100-lb. kegs, \$2.85 per 100 lbs.; 25-lb. boxes, \$3.10 per 100 lbs. Fence hooks are quoted: For galvanized in 100-lb. kegs, \$2.85 per 100 lbs.; in 25-lb. boxes, \$3.10 per 100 lbs.

WINNIPEG.

WINNIPEG, Feb. 10.—Again a number of changes in price have been struck, although none of these changes are of great importance, few of the lines being such as sell very heavily. Generally business has been steady. The demand for spring lines continues fairly satisfactory. The marked tendency towards conservatism in placing orders still exists, but the satisfactory reports re crop prospects also continue, so that the probability of a good spring business with the farmer leads to the expectation of very satisfactory business in hardware lines.

While locally there has been no change in barbed wire, since the new prices were struck at the first of the year, there are changes being struck in the United States which will be of great interest to Western hardwaremen. Already wire has been advanced 5c in the States, and advice from there indicates

that it will quite likely go up another 5c. These advances are probably due to heavy exportation for war purposes, and to the advance in zinc, which makes the work of galvanizing more expensive.

Local Advance Doubtful.

The rise across the line, of course, means that wholesalers getting their supplies from there will have to pay more for them. Nevertheless, there is some doubt as to whether this will mean any advance here. The competition is exceedingly heavy at the present time, and it is doubtful if wire will move up at all. The profit upon this, both for retailer and wholesaler, is next to nothing, yet it seems these prices must be maintained.

Zinc up a Cent.

Sheet zinc—an advance of 1c was struck here at the commencement of the week, cask lots now being quoted at 11¼c and small lots at 11½c. The rise is due to war conditions.

Tarred marline hanks have advanced materially, and changes in the price of this line are now being put into effect. The new quotations are about 4c up. This advance is hardly general as yet, but is certain to be so within a few days.

Tarred marline hanks are now quoted at 26c per lb.

Another line in which sales are fairly heavy in the West has been advanced from 5 to 10 per cent. This is barber's shoe thread. One and two-ounce balls are now quoted per pound on the following basis:—8's, 82c; 10's, 92c; 12's, 95c; 15's, \$1.02; 20's, \$1.05.

This advance is, of course, the result of the difficulty of getting flax and tow, which comes from Belgium.

Some More Minor Advances.

Glaziers' points have also been advanced about 10 per cent. Present quotation per doz., half-pound papers, \$1.25.

Those dealers handling wood alcohol will be interested to know of the new and higher prices fixed for this line. Single gallon, \$1.20; five gallons, \$1.15. Containers extra.

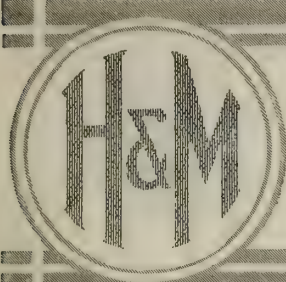
In black and tinned tinnerns' rivets an advance of some 10 per cent. has also been struck. The new quotations are:

	Per 1,000 Rivets.	
	Black.	Tinned.
8 oz. ....	.22	.31
14 oz. ....	.28	.43
1½ lbs. ....	.37	.64
2½ lbs. ....	.56	1.00
4 lbs. ....	.79	1.49

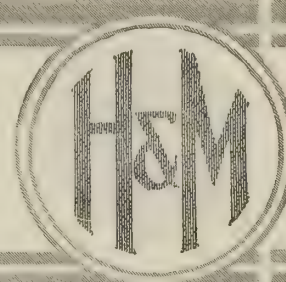
Hardwaremen may prepare for a number of changes when the new tariff, now under consideration, is determined upon. There seems nothing to indicate what lines will be affected, but it is quite possible there will be a rather extensive change of prices necessitated.

WINNIPEG QUOTATIONS.

Solder	25c-26c lb.
Wire Nails	\$2.80 base
Cut Nails	\$3.35 base
British Manila Rope ..	12c lb. base
Pure Manila Rope—15½c lb.	base
Sisal	10½c lb. base
Tarred Marline, per lb.	26c
Linseed Oil, raw	79c gal.
Linseed Oil, boiled	82c gal.
Poultry Netting	50% off
Turpentine	75c
Wood Alcohol:	
Single gals	\$1.20
Five gals.	\$1.15
Galvanized Iron, 28 English	
Apollo:	
Fleur de Lis	\$4.75
Queen's Head	5.10
Corrugated Sheets, 28-gauge	
galvanized ...	\$3.45
Glass, First Break	\$5.25
Sheet Zinc:	
Cask lots	11¼c
Small lots	11½c



Junior Clerk's Page



BE A GOOD LISTENER.

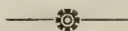
SALESMEN are usually good talkers, and talk is one of the salesman's assets when it is properly used for purposes of conversation. But there is a vast difference between a conversation and a lecture, and when the salesman gets the lecture habit he is on the road to becoming a bore. As one sales manager puts it: "It is easy to see in the eye of the average salesman a desire to rush back to what he was saying, and is going to say, and it is plainly seen that he is hearing nothing that is being said to him."

A good salesman ought to be a good listener—and most good salesmen are.

The other day we were talking with the man who sold the largest single order for wire rope which had ever been placed with a certain manufacturer. Calling on a big buyer, whom his concern had never been able to sell, he happened to meet the president of the company in the reception-room. The latter said that he had just returned from Mexico, and had three months' work piled up on his desk. Sorry, but he couldn't talk about wire rope just then. He did talk, however, for two hours about Mexico, while the salesman listened with undisguised interest. In the end he turned the salesman over to the purchasing agent, with an apology for taking up so much of his time, and the request that

the purchasing agent "see what we need in the rope line."

Sometimes it is hard for the salesman who is under the prod of the inexorable monthly quota to realize that the needs of the prospect—and the interest of the prospect—must come first. It is one of the drawbacks of the unmodified quota system that it does not give the man time to cultivate the art of listening. There are two elements in every sale—confidence in the goods and confidence in the salesman. But the latter element is not best cultivated solely by phrases gabbled out of a manual of selling talks.



INTERESTING HARDWARE DISPLAYS.

Chatham, Ontario. — The Willard Hardware Company recently put on two striking window displays, using for this purpose the two small corner windows adjoining the two entrances to the store.

In the one window a poultry goods display was made. The window represented a miniature poultry run, fenced with poultry wire, and with grit scattered over the floor. In the centre of the display was a "red roof" galvanized iron poultry house with straw scattered on the floor, while in the corner of the window was affixed a wire nest, lined with straw. The space in the foreground and the intervals were filled with

boxes of poultry regulator, nests and other poultry incidentals.

The opposite window had a miniature kitchen, the side and back of the window being finished with burlap, moulding and oilcloth to represent a kitchen wall. The chief feature of the display was a small kitchen cook stove with pipe. Kitchen utensils of various kinds were displayed on the stove and hung from nails in the moulding, while in the corner was affixed a small shelf containing bottles of furniture polish, castor oil and other realistic incidentals. A chair in the foreground, and a small clothes rack on the wall added to the effect.

The central window on Saturday was filled with galvanized tubs, boilers and other galvanized goods.

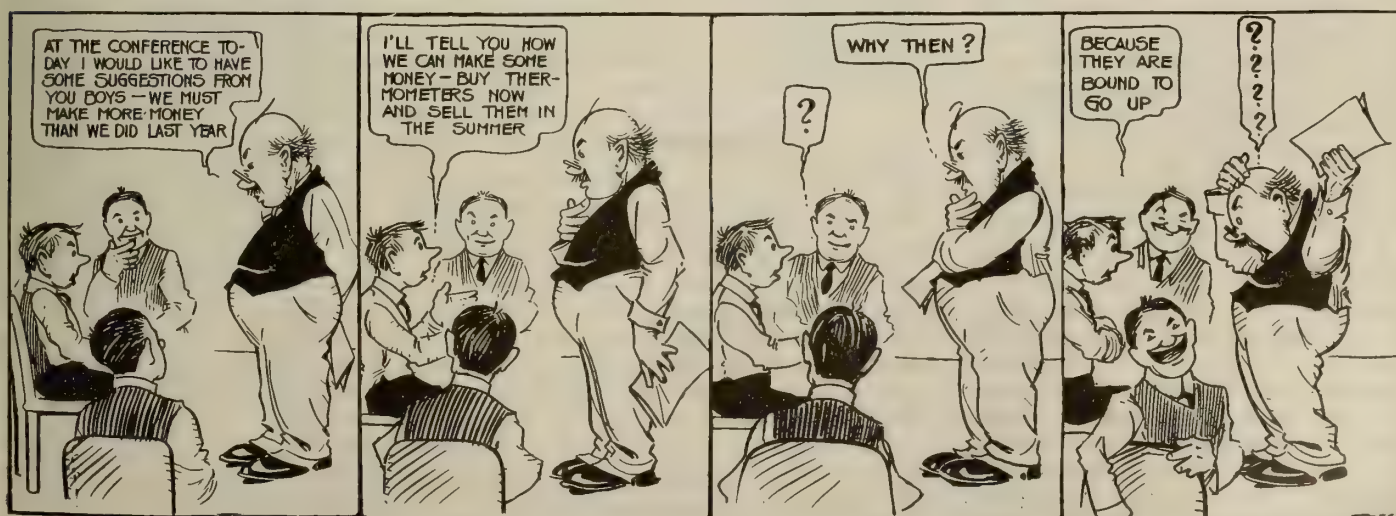


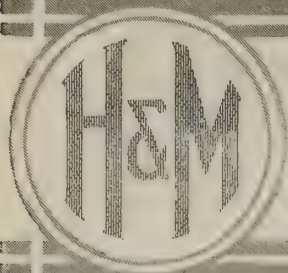
THE KNOCKER.

After God had finished making the rattlesnake, the toad and the vampire, he had some awful substance left with which he made a Knocker. A knocker is a two-legged animal with a corkscrew soul, a water-sogged brain, and a combination backbone made of jelly and glue. Where other men have their hearts he carries a tumor of decayed principles. When the knocker comes down the street, honest men turn their backs, the angels weep tears in heaven, and the Devil shuts the gates of hell to keep him out.—Newspaperdom.

No. 5—Ethelbert Evergreen, the Junior Clerk.

By Tom Bunt.





Weekly Paint Markets



MONTREAL.

MONTREAL, Feb. 11.—Interest in the prospective tariff changes has been about the only factor that has caused any departure from the quiet routine of the paint business which has been the regular program for some weeks. With no information as to what the changes might be, there has been a wide opportunity for the exercise of individual judgment on the subject and manufacturers have been taking some speculative chances on the opinions of the buyers. In the trade there is nothing to indicate that there has been any speculation going on and the changes are not likely to be effective to the same extent as the makers. In the manufacturing trades where large supplies are bought there has also been some little speculation interested. On benzine, turpentine, oil and other commodities sold on booking orders with market fluctuations precautions have generally been taken to protect prices against an advance. Business continues in light volume as compared with other years, but the demand is considered very fair under the conditions and booking orders from the country are still satisfactory.

Linseed Oil.—Although there is little change in the oil market the prices in the trade continue to tend upwards and it is evident that with a light consumption the quotations are being readjusted as stocks are exhausted and new supplies are offered. Crushers are still charging 68½ and 71c, and the market is reported to be very uncertain with the tone generally firm. In the trade 69c and 72c is heard as the low and as high 72c and 74½c is being quoted. The following figures cover the very wide range:

	Raw.	Boiled.
1 to 2 bbls.	68½c 72c	71c 74½c
3 to 5 bbls.	67½c 71c	70c 73½c
6 to 9 bbls.	66½c 70c	69c 72½c
10 bbls. and over . .	65½c 69c	68c 71½c
5-gal. lots	70½c 74c	73c 76½c
5-gal. cans 50c each; 10-gal. cans 75c each.		

Gasoline and Benzine.—Little change has been noted in the situation during the week and prospects of tariff changes have not affected the demand to any extent owing to the fact that all contracts contain a special tariff clause. Prices

remain as before; benzine, in drums, 15c gal.; tank wagon, less 100 gal., 14½c.; 100-gal. lots and over, 13½c gal. Benzine in wood, 18½c.; in steel, 15c. Canadian oil 13½c.; American oil 17c.

Turpentine.—The market appears to be in a state little short of chaos. The prices of refiners have not changed and 63½c is still being charged, but it is evident that the demand is so light that dealers with stocks on hand are cutting to get what business is going; thus there is a three-cent range in the quotations:

	Per gal.
½ bbl. lots	65c-68c
1 bbl. lots	62c-65c
2 to 4 bbl. lots	61c-64c
5 to 10 bbl. lots	60c-63c

Glass and Putty.—The glass market remains very firm and it is reported that under the slack building conditions the

Just before going to press, we hear that Toronto dealers have advanced linseed oil 2c per gallon, and that a further increase is anticipated next week.

demand is continuing surprisingly well. Putty is firm at the same prices and is in fair demand.

Lead and Paris Green.—Market for white lead on the other side continues to get firmer in tone and the market here is strong in sympathy, despite recent advances. Demand for Paris Green is reported to be better than a year ago which would indicate that it is hardly anticipated that there will be another "no bug" season this year.

TORONTO.

TORONTO, Feb. 11.—General conditions in the paint trade are practically unchanged, and there are no price changes to note this week. The city trade is quiet, but spring bookings from the country continue to be satisfactory, although orders for immediate delivery are light. An improvement in trade conditions would show a marked increase in the volume of business. Linseed oil is moving out slowly, but prices are firm. There is more active demand for turpentine at unchanged prices. White lead is fairly active and prices

firm. The dullness in the building trade is reflected in the demand for glass and putty, both being quiet, but prices firm.

Linseed Oil.—There is no change in the oil situation, and flax-seed is holding firm. Prices of oil are firm and unchanged, although some producers are quoting higher figures, which would no doubt become general if the demand improved. As it is, oil is moving slowly and prices are being maintained. The following prices are being quoted in Toronto:

	Raw.	Boiled.
Single bbls.	68	71
3 to 5 bbls.	67	70
6 to 9 bbls.	66	69

Turpentine.—Prices are up 2c per gallon at Savannah, and the Farmers' Association, having control of all stocks there, is able to hold prices at the present level. Locally there is a little better demand, and prices are firm, but unchanged in Toronto, as follows:—Single barrels, 66c; 2 to 4 barrels, 65c; 5-gallon lots, 75c.

White Lead.—There is a fair demand for white lead, and no further change in prices, which are firm. Prices are given in the current paint market quotations.

Coal Oil.—Coal oil is moving out fairly well at unchanged prices, which are given in the current paint market quotations. Gasoline and benzine are dull and prices unchanged at 18c and 18½c per gallon respectively.

Glass.—There is not much demand for glass, but the position is a strong one, and there is a possibility of higher prices at no distant date. Present quotations are given in the current paint market quotations.

Putty.—Putty is moving out slowly, and the market is dull. The following prices are for standard putty in less than ton lots:

	Per 100 lbs.
Bulk bbls., 800 lbs.	\$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00

Pure putty, 60c per cwt. advance.



MARTIN-SENOUR PAINTS AND VARNISHES

MADE IN CANADA



PURITY and TRUTH

It's a source of great satisfaction for a Dealer-Agent to positively know that every time he sells a can of **100% Pure Paint**, he has provided his customer with 100% Efficiency. He knows his customer has bought satisfaction because **100% Pure** means highest quality and lasting service.

It's also a source of great satisfaction for a Dealer-Agent to know that the story of **100% Pure Quality and Service** is not only widely heralded, but it is **truthfully** told in such a way and through such numerous mediums as to make it the **easiest** and most **profitable** to sell.

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This Label Means Satisfied Varnish Customers and Profitable Varnish Sales

The Berry Brothers label on a varnish barrel or can is a safe guide to good varnish, either for the user or the dealer.

It stands for an experience of over half a century in the making and use of finishes and japans for every known purpose.

**BERRY
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Dealers in paints and varnishes throughout the Dominion know that they can place the utmost confidence in the products of the House of Berry Brothers.

There is a Berry Brothers product for every finishing need, but the most frequent

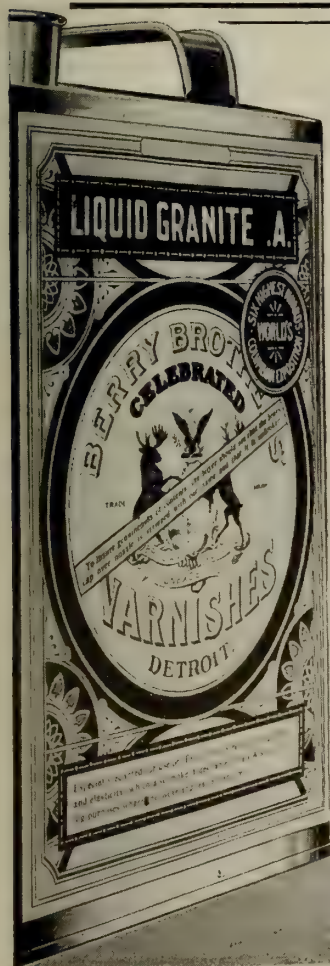
needs are met by one of the following:—

Liquid Granite—A floor varnish whose name suggests its wonderful durability.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Walkerville, Ontario



REPLY TO SPEECH FROM THE THRONE.

(Continued from page 28.)

where all wealth is drawn from, was not sufficient, and did not keep pace with the other. Production is what we need from our natural resources, and let us hope that the farmer will take full advantage of the situation created; and the stimulation of agricultural production should help materially to solve the problem of the high cost of living, the overcrowding of cities, and consequent unemployment.

Considering the enormous expenditures involved in this country, and the difficulties we have had to cope with owing to the war, it is surprising that Canada has stood the strain so well. In fact, I believe I am not overestimating when I state that we have weathered the storm almost better than any other country in the world.

A great deal has been said recently regarding the wholesome general tone of Canadian affairs, based not so much on what we might call tangible facts as on the prevailing public confidence throughout our Dominion in the natural resources regarding the production of the soil, mines, forests and waters, and in the ability of our citizens to deal intelligently and successfully with the immediate or any other emergency.

Considering the great strain to which the financial fabric was subjected, our monetary institutions, banks and trust companies are stronger to-day than before the war broke out, and have come through the strenuous situation practically unscathed. The balance of trade which formerly was against the Dominion, and heavily so, is now being steadily reversed. The ablest business authorities in Canada are now advocating production, and more production, as the surest and speediest means of assurance of industrial independence. We have here at home all the resources essential to our welfare, and our first economic duty is to develop our own opportunities.

We are anxious for the war to cease— anxious that peace may be restored, and many are the opinions and theories that have been advanced regarding it. But, sir, theories and opinions, as a writer recently stated, will not end the war; it will be determined by the strength of British arms, funds and confidence. Once rid of the craze for armaments and relieved of this curse that has held Europe in thralldom for years, business will naturally receive a new impetus by directing money formerly used for armament purposes into regular business channels.

What we need now in Canada is mutual confidence. We are to-day richer

in all those things that satisfy human wants than ever before in our history. Confidence must be restored, extravagance must be lessened, the pace we have been going must be curbed, and the lessons learned by hard experience will no doubt be of mutual benefit to us all.

The one great remedy for present conditions is: buy goods made in Canada. If you cannot buy what you want here, then buy Empire-made goods. Loyalty and patriotism as applied to goods made in Canada and the production of our Canadian resources are the two things needful for the country at the present time. Why should we buy goods of American and European manufacture when Canadian workmen to-day are producing goods that are a credit to the Canadian people? What an opportunity for the Canadian shoppers to show their loyalty to their own country in times like these. Proud should we be of the excellent quality of our farm products, of the splendid workmanship of goods of Canadian manufacture; and every citizen who has the best interests of the country at heart should make new resolutions from this day forth—should instil into the minds of the men, women and children, that patriotism and loyalty are as much needed to-day in these things as they are in the graver issues which are being decided by force of arms. I have listened on several occasions to the Minister of Trade and Commerce delivering addresses along this line. He is enthused with the idea of "made in Canada" and "buy in Canada," and his advice on one occasion that labor and capital, the maker and the consumer, should co-operate, is one that will appeal to all men of good judgment.

So let us not forget in the future when we go shopping to insist upon it that we receive goods of home manufacture, that we buy Canadian clothes, made by Canadian workmen, that we insist on Canadian-made shoes, that we do not wear anything but Canadian underwear, that we buy shirts and collars made in a Canadian factory, that we furnish our homes with furniture made in Canada, that we use Canadian machinery; in short, that we be patriotic and loyal by buying Canadian-made goods, and that now and at all times in the future we shall uphold the industries of Canada, so as to give our workmen employment. The results of this policy will after a few months be apparent to all. The Minister of Trade and Commerce aptly described the position of Canadian industries some time ago, when delivering an address to the Toronto Board of Trade, when he stated that our ports and our transport systems and our factories were well equipped, wisely built, and efficient, and that all we have to do now is to keep them going.

Orders for army equipment from the Canadian, English, French and Russian Governments have immensely supported the industrial position in this country, and have proven to be a great stimulus to lagging trade.

I am sure that the business men of Canada appreciate the ardour of the Government in securing for Canadian industries the large orders which have been placed indiscriminately throughout Canada, and in such a way that all classes of people have been highly benefited, and the business situation throughout the country greatly improved.

With the seas cleared of the enemy and commerce again reinstated; with the sign hanging out, "Business as usual"; with the markets of England, France and other nations offering avenues for unprecedented business owing to the war; the Canadian manufacturer and the Canadian farmer should be in a position to increase their export trade, as the opportunities for such to-day are in my estimation better and greater than ever before in our history. I am a firm believer in getting after export business, but I am a stronger believer than ever in getting after the home market in our midst. Nothing can be gained by our standing idle and being pessimists. Let us do our best to meet the unique situation of the present, and there will be good reason for congratulation in after years. As a writer recently stated, "such action means the maintenance of the national workshop, national credit, and national satisfaction." Let us be optimistic, even more so now than ever before in our lives.

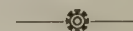


—*— LINES THAT ARE SELLING TO-DAY

(Continued from page 34.)

are displayed advertised and sold by some hardwaremen, and hid under counters, etc., by other hardwaremen and not sold. The mail order and department stores are pushing sale of household goods very hard at present. Some retail hardwaremen are doing the same but there is still plenty of room for many more retail hardwaremen to get into the game.

Window displays, interior displays and newspaper advertising will help. If your sales are dwindling why not concentrate on household goods for the next two or three weeks. The advertising suggestion appearing with this article may give you an idea for one of your ads.



The Canadian Brown Scientific Tube & Accessories, Ltd., capitalized at \$50,000, head office Ottawa, to construct, repair and deal in automobiles, motor vehicles, accessories, etc.

AN EXPERIMENT IN POLITICAL ECONOMY!

There is always a relationship between the drop of water and the ocean!

Between the sale and purchase of a HOME PRODUCT and the NATIONAL DEBT!

Between goods bought at home, or abroad, and the CREDIT and DEBIT of the Nation!

Our idea in Canada to-day is to keep the balance of trade more in our favor than ever before!

To sell more to foreign countries than we buy from them!

To buy more of our own products than those of foreign countries!

IN PAINTS AND WHITE LEAD YOU CANNOT GET A MORE THOROUGHLY REPRESENTATIVE CANADIAN PRODUCT THAN

BRANDRAM'S B.B. GENUINE WHITE LEAD AND B-H "ENGLISH" PAINTS

MADE BY AN ALWAYS CANADIAN FIRM, EMPLOYING CANADIAN LABOR, SPENDING CANADIAN MONEY IN CANADA.

Handle these paints—sell them—recommend them—use them yourself—and you are practising Political Economy in a very concrete way.

More about this later on when you see the improved trade returns at the end of the year, both for you and for everybody else.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 30 days net.

Shot standard, 100 lbs., \$15. 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's 19 00 19 00

ANVILS.

Buckworth, per lb. 0 10½

AUGERS.

Ford's auger bits, 30 and 10 p.c. Irwin's auger, 45 p.c. Ingham's auger 70 p.c. Rockford's auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.
No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooner's Copperline, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. 0 20 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ¾ in. dia. and smaller, 70 and 5%.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75 and 5%.
Skein Bolts, 75%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60 and 5%.
Plow Bolts, 55, 10 and 5%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts (\$3) list, 50 and 10%.
Step Bolts, large head (\$3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80 and 7½%.
Tire Bolts, 75%.

BRASS.

Per lb
Springs, sheets, up to 20 gauge 0 25
Rods, base ½ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x39 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash).

Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass) 3 75
Western King (Enamel) ... 3 50
Reaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 35%.
Creamery cans, 35 and 12½%.
Railway cans, 40 and 12½%.
Hand, delivery and creamery cans, 35%.
Cream cans, 35 and 12½%; with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 20%.

Common, cork-lined, 3 per cent. Cans, jacketted.

1 gal. jacketed, per doz. .. 2 70
2 gal. jacketed, per doz. .. 3 60
3 gal. jacketed, per doz. .. 4 20
5 gal. jacketed, per doz. .. 4 80
10 gal. jacketed, per doz. .. 8 40

CEMENT AND FIREBRICK.

Less than carload lots .. 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40
Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English. 17 00 21 00
Fire Brick, Am., low. 23 00 25 00

Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.) .. 0 17
Cement (in 5 and 10 gals.) .. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross ... 2 40 6 75
Crayons, per gross. 0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, \$7.25; 5-16, \$5.10; ¾, \$4.35; 7-16, \$4.05; ½, \$3.80; 9-16, \$3.80; 5/16, \$3.65; ¾, \$3.60; 7/8, \$3.40; 1, \$3.20.
Electric Weld Coil Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.
Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 40 per cent.; f.o.b. Ottawa, Kingston, and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combin'n Cleaner 6 50
Cadillac Electric, Model C. 13 00
Cadillac Electric, Model D 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
3 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case .. 6 75

COPPER.

Montreal Toronto
Casting ingot \$15 50 \$15 50
Bars, ½ to 2 in. 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14 x 60 base 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 25½
No. 7, lb. 0 24½
No. 8, No. 9, No. 10, No. 12 0 24

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. ... 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 75 3 00
All bright, 52 sheets. 3 85 4 00

Galvanized.

Apollo D. Crown Gorbals
18x24x52 .. 4 45 4 45 4 60
60 .. 4 70 4 70 4 85
20x28x30 .. 8 90 8 90 9 20
20x28x80 .. 9 40 9 40 9 70

M.L.S. and Famous—

Per box
I C, 14x20 base \$7 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base 9 50

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00
I X X X, 14x20 base ... 9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 65
I X, 14x20 base 5 65
I X X, 14x20 base 6 65

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 7 40
I X, Terne Tin 9 40

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES.

7½c per lb

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

DRILLS.

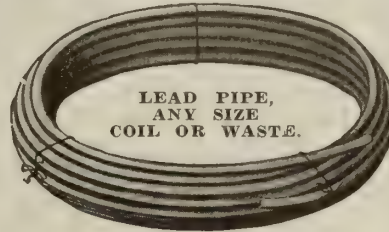
Bit Stock Drills, 60 and 5 p.c. Wood Drills, 35 p.c. Straight Shank Drills, 30 and 10 per cent.

MADE IN CANADA



Harris Heavy Pressure
The Babbitt Metal
"WITHOUT A FAULT"

WRITE FOR CATALOGUE "A"
MAILED FREE.



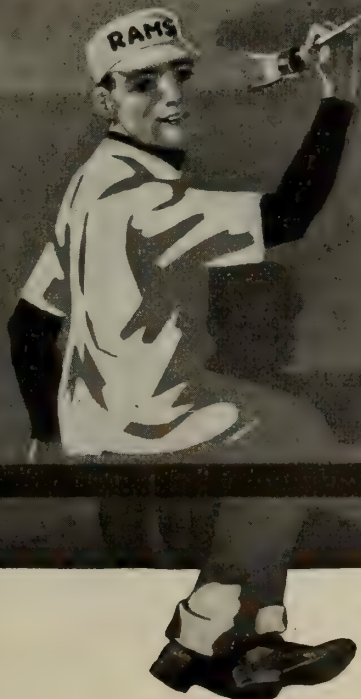
STRICTLY SOLDER IS A FAVORITE.



EASY WIPING SOLDER.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to wear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been "making good"—for us, for the dealer and for the man who finally used them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line".

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal



Made in Canada

DRIERS.

Clothes, 4 sides, 16 bars, folding. doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double Standard
29 in. Single
7 oz. ... 0 17½ 6 oz. ... 0 11½
8 oz. ... 0 19½ 7 oz. ... 0 13
9 oz. ... 0 22 8 oz. ... 0 14½
10 oz. ... 0 24½ 9 oz. ... 0 16½
12 oz. ... 0 29½ 10 oz. ... 0 18
15 oz. ... 0 36½ 12 oz. ... 0 21½
15 oz. ... 0 29

Standard, Single Filled, 36-inch.
7 oz. ... 0 17 10 oz. ... 0 21½
8 oz. ... 0 19 12 oz. ... 0 28½

F**FILES AND RASPS. Per cent.**

Diston's ... 75
Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 66 2-3
Delta Files ... 65
Nicholson ... 66½
Jowett's (English list) ... 27½
Spear & Jackson (Eng. list) ... 35
Globe ... 75
Hellers ... 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STAIL. Doz.
Hollow ... 0 81
Solid ... 1 85

G**GALVANIZED WARE.**

Dufferin pattern palls, 50 p.c.
English pattern, 50 per cent.
Galvanized washtubs, 50 p.c.

GASOLINE.

Single bbls., per bb ... 18½
Three bbls. and over ... 18

Any quantity, in bbls. ... 18
Drums, 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL)

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5 lbs. and over ... 0 06
Napping, up to 2 lbs. ... 0 09

HANDLES (WOOD).

Axe, No. 3 culls, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 20 per cent.

Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger,
full set ... 2 75

R.W. No. 321, per doz. pr. 14 40

Stearns wood track. Special. 9 00

zenith ... \$5 25 6 60

Atlas, steel covered ... 8 50

Perfect, No. 1 ... 9 50

Perfect, No. 2 ... 10 00

Perfect, No. 2 ... 6 00

New Mllo, flexible ... 6 50

Double strap hang-
ers, doz. sets ... 6 45

Standard, jointed
hangers, doz. sets ... 6 45

Steel King hangers,
doz. sets ... 6 40

Storm King and saf-
ety hangers ... 5 75

Storm King rail ... 4 25

Crown ... 4 85

Crescent ... 7 25

Sovereign ... 6 50

Chicago Friction. Oscillating
and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in.
(100 ft.) ... \$3 25

Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw

No. 1 ... 13 13 15 10

No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13

Trimmed, green and
partly cured ... 0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and
tail, up to ... 3 75

Sheep skins, up to ... 1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP

HINGES. Strap. Tee.

4 in., doz. prs. ... \$1 03 \$0 87

5 in., doz. prs. ... 1 25 1 00

6 in., doz. prs. ... 1 35 1 03

8 in., doz. prs. ... 1 84 1 38

10 in., doz. prs. ... 3 24 2 27

12 in., doz. prs. ... 4 03 3 73

14 in., doz. prs. ... 4 59 4 00

Heavy tee and strap discount,
40-10 per cent.

Light tee and strap discount,
70 per cent.

Screw hook and strap hinge—
Under 12 in., per 100 lbs. ... 5 00

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, %
in., per lb. ... 5½

Extra hooks for above, %
in., per lb. ... 5½

Crate hinges and back flaps.
65 and 5 per cent.

Chest hinges and hinge hasps.
65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5.

\$18.00; No. 10, \$19.50; No. 20,

\$25.50; No. 50, \$24; No. 51, \$9.60;

No. 120, \$17.40; offset No. 192,

\$16.80.

Chicago hold back screen door

iron, gross, \$12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6.000).

45 per cent.

Garden City fire house hinges.

12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3¼-lb., \$4 doz.

HOOES, GRASS. English

No. 2, per doz. ... 1 60 2 50

No. 3, per doz. ... 1 70 2 00

No. 4, per doz. ... 1 80 3 25

HOOES, CORN.

Enreka, doz. ... 1 80

Cyclone, doz. ... 2 40

Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and

heavy, No. 2 and larger, \$3.90;

No. 1 and smaller, \$4.15; snow

pattern, No. 2 and larger, \$4.15;

No. 1 and smaller, \$4.40; "X.L."

steel shoes, new light pattern, 1

to 6. No. 2 and larger, \$4.35; No.

1 and smaller, \$4.60; "X.L." steel

shoes, feather weight pattern, all

sizes. No. 0 to 4, \$5.75; special

countersunk steel, all sizes, 0-4

\$6.25; toe weight steel shoes, all

sizes. No. 1 to 4, \$6.75. F.O.B.

Montreal.

Toecalks Standard, J. P. & Co.,
"Blunt" No. 1 and smaller, \$1.50;
No. 2 and larger, \$1.25; "Sharp"
No. 1 and smaller, \$1.75; No. 2
and larger, \$1.50 per box. Put
up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10 p.c.

Corrugated, 1½ in., ft. ... 0 11

Corrugated, ¾ in., ft. ... 0 14½

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto

Angles ... base 2 50 2 50

Common bar, per

100 lbs. ... 2 05 2 00

Forged iron, per

100 lbs. ... 2 30 2 35

Refined iron, per

100 lbs. ... 2 40 2 40

Horseshoe iron, per

100 lbs. ... 2 40 2 40

Mild steel ... 2 25 2 00

Sleigh shoe steel ... 2 25 2 25

Domestic ... 2 30 2 00

Reeled machinery

steel ... 2 75 3 00

Tire steel ... 2 35 2 20

Sheet cast steel ... 0 15 0 15

Toe calk steel ... 3 10 3 15

Mining cast steel ... 0 07½ 0 07½

High speed ... 0 65 0 65

Cammell Laird ... 0 15

Black Diamond tool

steel ... 0 08½ 0 08½

Silver tool steel ... 0 13½ 0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch ... 0 06

¾ to 1-7-16 in. ... 0 05½

1-7-16 to 3 inch ... 0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case

lots ... \$ 9 50

Less than case, 25c per 100 lbs.

72x30 up to 26 gauge, case

lots ... 10 00

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished,

per set ... 0 78

Mrs. Potts, No. 50, nickel-

plated, per set ... 0 85

Mrs. Potts, handles, japan-

ned, per gross ... 9 00

Sad irons, common, plain ... 5 00

Sad irons, common, plated ... 5 50

Asbestos, No. 70, per set ... 1 50

Asbestos, No. 90, per set ... 1 20

Princess Electric, each ... 3 00

Ideal Electric, each ... 2 85

Gasoline Sad Iron, each ... 3 50

Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock ... 12c ft.

Ontario ... 16c ft.

Faultless ... 20c ft.

Extra Heavy ... 28c ft.

Hercules ... 23c ft.

Decorator ... 18c and 20c ft.

Perfect ... 22c ft.

Chair Ladders, each ... \$2 60

(Roped Extension).

20 ft. ... \$3 00 42 ft. ... \$ 7 95

22 ft. ... 3 30 44 ft. ... 8 36

24 ft. ... 3 60 46 ft. ... 8 74

26 ft. ... 3 90 48 ft. ... 9 12

28 ft. ... 4 20 50 ft. ... 9 50

30 ft. ... 4 50 52 ft. ... 11 44

32 ft. ... 4 80 54 ft. ... 11 88

34 ft. ... 5 78 56 ft. ... 12 32

36 ft. ... 6 12 58 ft. ... 12 76

38 ft. ... 6 46 60 ft. ... 13 20

40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60

22 " ... 2 86

24 " ... 3 12

26 " ... 3 38

28 " ... 3 64

30 " ... 3 90

32 " ... 4 16

34 " ... 5 10

36 " ... 5 40

38 " ... 5 70

40 " ... 6 00

42 " ... 7 48

(Common Single).

Fruit picking ladders, long
nose, same price as common
22 ft., each ... 2 64
16 ft., each ... 1 76
14 ft., each ... 1 54
12 ft., each ... 1 20
single ladders; sort nose, 1c
per 18 ft., each ... 1 98
20 ft., each ... 2 40
foot additional.
8 ft., each ... \$0 50

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment,

plain, per doz., \$4.75; all brass,

per doz., \$10; all brass, nickel-

plated, per doz., \$15.

Banner Buggy ... 10 75

Banner Junior ... 11 75

Trulite ... 7 00

Wrightlights ... 7 00

Beacon ... 7 00

No Lucky Stars

Behind Jamieson's Pure Prepared Paints and Varnishes

THEY WIN MORE SALES BY MERIT RESULTING FROM
PURE INGREDIENTS AND LONG EXPERIENCE.

Customers find 100% VALUE IN EVERY CAN OF
JAMIESON'S PAINT, a value that they go after time and again.

Let us put our Agency proposition before you now. You are
under no obligation whatever if you do not accept it. WRITE!

R. C. JAMIESON & COMPANY, LIMITED

MONTREAL

ESTABLISHED 1858

VANCOUVER

• Owing and Operating P. D. DODS & CO., LIMITED

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owning and operated by Nicholson File Co.

MALLETS.

	Per doz.
Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory.	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak.....	15 00

MANGLES.

Victor, each	\$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

	Doz.
Size glass, 4 x 6.....	1 00
Size glass, 5 x 7.....	1 25
Size glass, 6 x 9.....	1 60
Size glass, 7 x 9.....	1 75
Size glass, 8 x 10.....	2 00
Size glass, 9 x 12.....	2 60
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75

MOPS.

Mops, O-Cedar, doz.....	\$12 00
S. W. Mops, doz.....	3 25
New Wizard, small, doz....	8 00
New Wizard, large.....	10 00
Mop sticks, doz.....	1 10
Cast head mops, doz.....	1 35
Crescent, doz.....	1 50
Crank wringing, doz.....	4 75
Extra Cloths.	
Challenge, doz.....	2 10
Woven, cloths, doz.....	1 35

N**NAILS.**

Standard steel wire nails,	
Toronto, \$2.05 base; Montreal,	
\$2.15 base; London, \$2.05 base.	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75%.	
Coopers' nails, 3/8 diameter,	
per 100 lbs., \$3 base.	

NAILS (HORSE SHOE).

	Per box
Capewell.	
No. 4, in 25-lb. box.....	\$3 75
No. 5, in 25-lb. box.....	3 75
No. 6, in 25-lb. box.....	3 50
No. 7, in 25-lb. box.....	3 25
No. 8, in 25-lb. box.....	3 25
No. 9, 10, 11 and 12, in 25-	
lb. box	3 00
Less 10 and 5 per cent. off.	

NAILS (HORSE).

M.R.M. cold forged process
list, 10th January, 1912.

Size.	Length.	Prices per 25-lb. box.
No. 3, 1½-in.	\$4 10
No. 4, 1½-in.	3 75
No. 5, 1½-in.	3 50
No. 6, 2-in.	3 10
No. 7, 2½-in.	2 90
No. 8, 2½-in.	2 75
No. 9, 2½-in.	2 60
No. 10, 2½-in.	2 50
No. 11, 3-in.	2 45
No. 12, 3-in.	2 45

NETTING, POULTRY.

2 in. mesh, 19 w.g., 50-10-5%
off; 1½ in. mesh, 60-10-5% off.

**NET PRICES ON SMALL
SIZES POULTRY NETTING.**

1½ in. x 22 ga. x 12-in., roll.	\$3 00
1½ in. x 22 ga. x 18-in., roll.	4 30
1½ in. x 22 ga. x 24-in., roll.	5 65
1½ in. x 22 ga. x 30-in., roll.	6 90
1½ in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 50
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10

Poultry netting staples, 60%.

OAKUM.

	Per 100 lbs.
Best (American)	9 50
U.S. Navy (American).....	9 00
New hemp (English).....	7 00
U.S. Navy (English).....	6 50
Navy (English)	6 00
Best Navy	5 00
Plumbers (spun) ...	4 00 4 00

OIL.

Can. prime white	
petrol	0 13½
Royalite	0 17 0 14
Palatine	0 21½ 0 16½
Castor Oil, per lb.	0 08½ 0 08½
Black oil (Summer)	0 12½ 0 12
Black oil (Winter)	0 14½ 0 14
Cylinder Green	0 35 0 35
Paraffine	0 22 0 20
XXX Machine	0 25½ 0 21

OLD MATERIALS.

	F.o.b. Toronto
Tea lead, pack, 2½c lb.	
Tea lead, chest, 3c lb.	
Lead (heavy pipe, etc.), 3½c.	

Brass, heavy, 7½c lb.

Brass, light, 5½c lb.	
Zinc, heavy, 4c lb.	
Copper, heavy, 10c lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Mach. compos., No. 1, 9c lb.	
Compos., turnings, No. 1, 8½c lb.	
Rubbers, such as old rubber,	
boots and shoes, according to	
trim, 5½c to 6c lb.; overshoes,	
lumbermen's rubber boots, etc.,	
5 to 6c lb.; auto tires, etc., 4c;	
bicycle tires, 2½c.	

PACKING (JUTE).

	Per Coll Lots.
Fine jute, lb.	0 08½
Beaver, lb.	0 07½
Coarse sewer, lb.	0 06½

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	
Plain Fibre, No. 1.....	0 50
Plain Fibre, No. 2.....	0 32
Tarred Fibre, No. 1.....	0 62
Tarred Fibre, No. 2.....	0 43
Tarred Fibre, Cyclone, 25	
lbs., roll	0 62
Dry Cyclone, 15 lbs.....	0 50
Tarred Fibre, Good Luck	
Brand, per roll	0 62
Dry Fibre, Good Luck	
Brand, per roll	0 50

Per 100 lbs.

Oiled waterproof building	
paper, 600 sq. ft. roll.....	1 05
400 sq. ft. roll	0 85
O.K. Brand corded sheathing	0 35
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40

Per 100 lbs.

Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	8 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll.	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs.	2 00
Liquid Roofing Cement,	
bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	2 10

PICKS (CLAY).

5 to 6 lbs., doz.	3 75
7 lbs., doz.	4 00
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

	Per case
Selected full count.	
5 gross, 4-in. (loose)	\$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.	
Brass, 50 per cent.	

PIPE, STANDARD WROUGHT.

	Buttweld.	Black Galvanized
Size.		
1½" and 3½"	\$ 2 07 \$ 2 97	
2"	2 51 3 44	
3"	2 88 4 03	
4"	4 25 5 95	
5"	5 75 8 05	
6"	6 88 9 63	
8"	9 26 12 95	
10"	14 63 20 48	
12"	19 13 26 78	
14"	23 00 32 50	
16"	27 25 38 15	

Lapweld.

2"	\$ 10 73 \$ 14 43
2½"	14 92 20 77
3"	19 51 27 16
3½"	23 46 32 66
4"	27 80 38 70
4½"	34 93 47 63
5"	40 70 55 50
6"	52 80 72 00

7"	73 78 99 96
8"x25 lbs. per ft.	77 50 105 00
8"x28 lbs. per ft.	89 28 120 96
9"	106 95 144 90
10"x23 lbs. per ft.	99 20 134 40
10"x40 lbs. per ft.	127 70 173 04
12"	175 00

PIPE (LEAD).

Lead pipe, 7½c, 5% off.	
Lead waste pipe, 9c; 5% off.	
Traps and bends, 40% off.	

PIPE (SOIL).

Medium and extra heavy pipe	
up to 6-inch, 65% and 10 off.	
7 and 8-in., 45% off.	

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths....	3 45
3 inch, in 10-ft. lengths....	4 20
4 inch, in 10-ft. lengths....	5 53
5 inch, in 10-ft. lengths....	7 60
6 inch, in 10-ft. lengths....	9 25

PITCH.

Pine, per bbl.	4 50
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PLANES.

Wood bench, Can., 15 per cent	
Wood, fancy, 30 to 35 per cent.	
Prices, Pliers and Nippers.	
Buttons, genuine, 37½ to 40	
per cent.	

PLATES (BOILER).

	Montreal	Toronto
Plates, 1½ to ½ inch,		
per 100 lbs.	2 40 2 50	
Heads, per 100 lbs.	2 65 2 75	
Tank plates, 3-16 inch	2 70 2 80	

PLUGS (METAL).

Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000.	23 00

POLISH.

	Doz.
O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-ozs.	2 00
Liquid veneer, 12-ozs.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100	
in pkg.	6 50

RAZORS.

	Per doz.
Boker's King Cutter	14 50
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	17 50
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned.	
75%.	
Iron burrs, 75 per cent.	
Copper rivets, usual proportion	
of burrs, 35 and 12½; burrs, 30	
and 12½ per cent.	
Extras on Coppered Rivets. ¼-	
lb. packages, 1c per lb.: ¾-lb.	
pkgs., 2c lb.	
Coppered Rivets, net extras.	
2½c per lb.	

ROOFING.

Tarred felt (7 oz.)	\$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16
	Per roll
2 ply R.R.	0 45
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2 ply, Shield, per roll	0 75
Ready 3 ply, Shield, per roll	0 75
Tarred 210 roofing felt.	
Tarred roofing felt, cwt....	2 10
Campo certainied, 1 ply....	1 25
Campo certainied, 2 ply....	1 55
Campo certainied, 3 ply....	1 85

ROPE.

	Lb.
Pure Manila basis	14
British Manila basis	11
African hemp basis	11
Sisal basis	9½
Double lath yarn basis....	9½

Single lath yarn basis	8½
Russian deep sea line basis	23
Russian tarred ratline basis	19
Russian tarred bolt rope	
basis	21
Jute rope basis	11
Italian rope basis	24

Basis (¾" dia. and larger).

Cotton rope, 3-16 and larger	0 1
Sisal Clothes Line.	
3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
3 ply, 100 ft.	1 50
6 ply, 40 ft.	0 95
6 ply, 48 ft.	1 15
6 ply, 60 ft.	1 45
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

RULES, BOXWOOD.

	Per doz.
No. 1375—2 ft.	(51) 1 80
No. 1101—2 ft.	(52) 3 96
No. 1167—2 ft.	(7) 3 60
No. 1106—2 ft.	(53½) 4 10
No. 1375—3 ft.	(66½) 2 50
No. 1112—3 ft., hf. bound.	6 00
No. 1190—With level	8 85
No. 1493—Brass blacks/hs	1 70
No. 1494—Brass blacks/hs	2 20

SAWS.

Atkins Hand and Crescent, 25 p.c.	
Disston's Hand, net prices, new	
list.	
Simonds' Hand, 15 per cent.	
Shurly & Dietrich, 35 per cent.	
Spears & Jackson, 40 per cent.	

SCALES.

Imperial standard	30%
Champion Even Balance	45%
Champion Union	50%
Champion Platform	45%
Gurney Standard	30%
Union Scale	50%
Union Even Balance	50%
Fairbanks Standard Scales	30%
Crown Even Balance	45%
Richelleu Union Scale	50%
Dominion Platform Scales	45%

"Bigger Dividends Than Any Other Varnishes"



F. E. BALDWIN, Proprietor

The Baldwin Paint and Supply Company

Glass, Oils, Brushes, Varnishes, Paint and Paint Specialties

Successors to
Johnson-Woodbridge Co. No. 2

248 Massachusetts Ave.
(NEW PHONE 1808)

Indianapolis, Ind. December 21, 1914.

Pratt & Lambert, Inc.,
Buffalo, N. Y.

Gentlemen:

In selling your line of varnishes, etc., we have been so very successful that we feel like writing you about our experience as represented by facts.

We are giving your varnish line liberal representation in our store for the reason that we feel it pays bigger dividends in return for the effort we put back of it than any other varnishes offered on the market.

Our sales on Pratt and Lambert varnishes have shown a steady increase from year to year, far above what we could hope to show on any other line of varnishes.

We attribute this steady growth in our sales to your comprehensive advertising to the general consuming public in the leading magazines, to the painters throughout the country with your house organ "Varnish Talks", together with the very effective direct work with the architects, home builders, etc., that you are doing.

The fact that Pratt and Lambert's line of varnishes, etc., is so well and favorably known makes it - we believe - the most profitable line of varnish for us to push the sale of.

Very truly yours,

"Everything Right"

THE BALDWIN PAINT & SUPPLY CO.

By *F. E. Baldwin*

HERE'S a man who has a mighty successful varnish department. He's an experienced paint and varnish man. When he says that Pratt & Lambert Varnishes pay bigger dividends than other Varnishes, *it goes!* Read what he says, then profit by it, by writing for

**Complete Pratt & Lambert
Dealers' Proposition**

Pratt & Lambert-Inc.
24 Courtwright Street
Bridgeburg, Ont.

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

FEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 55	2 55
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv. 10 p.c. off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized.

	Queen's	Fleur-de-Lis	Gorbals
16-20 .. 3 80	3 45	3 80	
22-24 .. 3 85	3 55	3 85	
26 .. 4 10	3 90	4 10	
28 .. 4 35	4 10	4 35	

Colborne Crown — 16-20 gauge, \$3.60; 22-24 gauge, \$3.65; 26 gauge, \$3.90; 28 gauge, \$4.15.

Apollo Brand. Montreal Toronto

14 gauge	2 35
16 gauge	2 95
18-20 gauge	3 10
22-24 gauge	3 45
26 gauge	3 70
28 gauge	4 05
10% oz.	4 25

SHELLERS, CORN.

Black Hawk, doz.	18 00
Plymouth Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels .. 60 55 and 2 1/2	4		
Socket sc'ps. 50 and 5	45	5	5
Pivet scoops 50			
Drain. tools 60 60			
Scoops .. 60 and 5	45	5	5

Hollow backs and sand. 60 45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods. 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.

Wood sifters, doz.	\$ 1 75
Rocker, No. 1, each	3 60
Rocker, No. 3, each	2 50
Banner, each	1 75

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.
Flat rim enameled sinks, 16x24 \$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER.

	Montreal	Toronto
Tinker's bar	0 21	0 27
Wire solder, lb.	0 24	0 28
Bar half-and-half.	0 22	0 25

SOLDERING IRONS.

Base, per lb., 28 cents.	
SOLDER WIPING.	
Aeae	0 20
Commercial	0 21 1/2
Easy	0 21 1/2
Star Extra	0 22
Strictly standard wiping	0 24

PELTER.

Foreign, per 100 lbs. 9 00 9 50

STAPLES.

100-lb. kegs	4 50
25-lb. boxes	4 85
10-lb. boxes	5 25
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12
Bright Fence, 100 lb. kegs	2 50
Bright Fence, 25-lb. boxes	2 75
Galv'd fence, 100-lb. kegs	2 85
Galv'd fence, 25 lb. boxes	3 10
Cooper's staples, 45 p.c.	
Bright spear point, 75 p.c.	

SWEPEERS, CARPET.

Univ. Japd., cyco bearing..	24 00
Univ. N.P., cyco bearing..	27 00
Grand Rapid, Japd., ball-bearing ..	26 00
Grand Rapid, N.P., ball-bearing ..	29 00
Princess N.P., ball-bearing	30 00
"e. ball-bearing	34 00
Am. Queen N.P., ball-bearing	32 00
Parlor	35 00

SWINGS.

Baby, 2-passenger, each	\$ 2 75
Ontario, 2-passenger, each	3 75
Ontario, 4-passenger, each	4 25
Stratford, 4-passenger, each	5 30

Boyers Gliding Settees with

awning, each 8 50

Without awning, each 12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, glimp, 82%; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in paper, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87%; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea. 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.

Tape Lines, linen, No. 2601
x50, each\$1 00
Metallic, No. 4011x50, ea. 1 35
Metallic, No. 4011x66, ea. 1 55
Steel, No. 2891x50, ea. 2 70
Steel, No. 4161x50, ea. 3 00
Steel, No. 4161x50, ea. 5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000...\$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Montreal Toronto

Tin, per lb. 40 40

TINNERS' TRIMMINGS.

Discount, 45%
Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%
Hawley & Norton, 57 1/2%.

Victor, 70%.

Onelda Jump, 65%.

TRESTLES.

5 ft., each \$1.50 14 ft., each \$4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.00 20 ft., each 6.00

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13 1/2
600 ft., per lb. 0 11
550 ft., per lb. 0 09 3/4
500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.
10 ton lots, 1/2c lb. allowance.

Delivered in 300-lb. lots and over.
Wrapping cotton 5-lb.

4-ply 0 21 1/2
3-ply 0 19

TUBES.**Boiler Tubes.**

	Montreal	Toronto
100 ft., 1 1/2 in.	10 45	9 75
100 ft., 2 in.	9 60	8 25
100 ft., 2 1/2 in.	10 25	10 25
100 ft., 3 in.	12 25	10 65
100 ft., 3 1/2 in.	13 30	11 00
100 ft., 4 in.	15 55	13 00
100 ft., 4 1/2 in.	19 80	16 75

TUBS.

Samson Galvanized.
No. 11, doz., net 12 00
No. 22, doz., net 14 40
No. 33, doz., net 16 80

Common Galvanized.

No. 1, doz. 6 83
No. 2, doz. 7 43
No. 3, doz. 8 48 25c per lb. to the above.

Per nest.
Nests of 3—0, 1 and 2.....\$2 38
Nests of 3—1, 2 and 3..... 2 05
Nests of 4—0, 1, 2 and 3..... 2 95
No. 0, per doz..... 11 00
No. 1, per doz..... 9 00
No. 2, per doz..... 8 00
No. 3 per doz..... 7 00

V**VALVES, ETC.**

Ground work, 55%
Stand, compr. work, 65%
High-grade compr. work, 55%
Cushion work, 55%
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 50%
Copper tea and coffee pots, 50%
Copper pitta, 30 and 5%
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White ware, 75%
Canada, Diamond, Premier, 50 and 10%
Pearl, Imperial and Colonial steel, 60 and 10%
Star decorated steel, 33 1/2%
Hollow ware, tinned steel, 40% off.
Enamelled street signs, 50%.

WARE, TIN, PIECED.

Discount, 35%
10-qt. flaring sap buckets, 35%
6, 10 and 14-qt. flaring pails, 35%
Copper bottom tea kettles and boilers, 35%
Coal hods, 35%
Roller and tea kettle pitta, 30 and 5%.

WARE, STAMPED.

Plain, 72 1/2 and 5.
Retinned, 72 1/2 and 5.
Tinnings' trimmings, 72 1/2 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.
Full box, 45 p.c. smaller lots.
30 p.c.: assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.

Narrow wood and felt...1 1/4c ft.
Medium wood and felt ...1 1/4c ft.
Wide wood and felt2 1/4c ft.
All felt Frost King ...\$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, 1/2 lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.

Smarts, Horse, 3 1/2c lb.

WHEELBARROWS.

Navy, steel wheel, doz.21 00
Garden steel wheel, doz.32 40
Light garden, per doz.....22 80
Heavy garden, L-side33 00
Heavy farm, solid side ...33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2 1/2 per cent.
Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 48 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17 \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.60; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.30; No. 14, \$2.40
No. 15, \$2.50 f.o.b., Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 80c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright soft drawn 15c; charcoal (extra quality), \$1.25, packed in casks or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft rolls \$1.50 per 100 sq. ft.; in 50-ft. rolls \$1.55 per 100 sq. ft.

Rustless screen, 7c sq. ft.

Cut lengths, 8c sq. ft.

WIRE (FENCE).

Per cwt.
Barb 2 35
No. 9, coil spring 2 25
No. 9, plain galvanized ... 2 15
No. 12, plain galvanized .. 2 30
No. 13, plain galvanized .. 2 40
O. & A., No. 10 2 30
O. & A., No. 11 2 42
O. & A., No. 12 2 50

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands 24 wires, 3/4, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 3/4, \$5; 1 inch, \$15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

Cwt.
Single Loop, No. 14\$3 00
Single Loop, No. 15 3 15
Single Loop, No. 16 3 30

WRINGERS—Less 20 p.c.

Royal Canadian 11 in., doz. 45 25
Eze, 11 in., per doz. 49 50
Cycle, 11 inch 64 00
Trojan, 12 inch100 00
Favorite, 511E 67 75
Unexcelled 1041E 72 00
Challenge 511E 48 75
Gem, 141 47 25
Sunlight 111 42 00
Ottawa, 341E 64 00
Empire, 11 in. 50 50
Superior, 11 in. 45 25
Majestic, 11 in. 47 25
Perfect, 11 in. 62 75
Bicycle, 11 in. 66 25
Wrenches, Trimo, 65 per cent off list.

WRINGERS, MOP.

White, No. 2, each\$ 1 15
White, No. 3, each 1 35
White, No. 1, each 1 55

ZINC (SHEET).

5 cwt. casks11 00 11 00
Part cask11 25 11 25

ALABASTINE is now made by a new process
and mixes quicker, brushes easier, covers better
and lasts longer than other articles of the kind



**Improved
Quality**

The Alabastine Company, Paris, Limited
PARIS, CANADA

The new goods are marked "Slow Setting," meaning that it can be left mixed indefinitely and remain in good working condition. Painters and expert decorators use and highly recommend the new goods.

OUR 1915 SELLING HELPS ARE BETTER THAN EVER BEFORE. We give special brush and cash premiums to painters and free stencils to users of Alabastine in packages. Our line of Color Cards, Wall Books, Color Plan Books and Stencil Catalogs is entirely new and bigger than ever. We supply dealers with an attractive Display Cabinet and Window Trim. Our 1915 Consumer advertising campaign will give Alabastine a big advantage over wall coatings made in the United States.

ASK US TO EXPLAIN OUR PROPOSITION FULLY. DROP US A CARD TO-DAY.

Our consistent policy is to do everything possible by extensive advertising and personal work to encourage the sale of standard package goods by retail stores, and to keep up the standard of value by maintaining the full advertised price. We trust you are in accord with this policy and will support it by pushing Church's Alabastine, at the same time helping along a purely Canadian industry.



Litho. Steel Counter Display Cabinet
Showing Kyanize Colors on Wood

Kyanize
KY-AN-IZE

**YOUR
PAINT DEPARTMENT**

Get the benefits of our new ten-move selling plan. It will bring new trade—Customers you never had before—not only Kyanize Customers, but trade in other lines.

KYANIZE FLOOR FINISH
KYANIZE SPAR FINISH
KYANIZE WHITE ENAMEL

These are the Varnishes people are talking about. These are what they are going to buy

Write for full particulars of exclusive agency plan.

BOSTON VARNISH CO., EVERETT STATION, BOSTON, U.S.A.

CANADIAN DISTRIBUTORS:

J. H. ASHDOWN HARDWARE CO., LIMITED, Calgary, Winnipeg, Saskatoon.
STURGEONS LIMITED, 91 Church St., Toronto.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ..\$14 70
Weighted, 20 lbs., doz. 19 90

COATING.

Cement Coating\$2 55 \$3 60

COLOURS (DRY).

Per lb.

Raw Umber 100 lb. kegs. 0 09

Burnt Umber, 100 lb. kegs 0 09

Raw Sienna, 100 lb. kegs 0 09

Burnt Sienna, 100 lb. k. 0 09

Imperial green, 100 lb kegs 0 12

Italian red, 100 lb. kegs. 0 05

Brunswick green, 100-lb. k 0 06

Indian red, 100 lb. kegs. 0 10

Indian red, No. 1, 100 lb. k 0 06

Vermillion, O.J., kegs. 0 22

Venetian red, best bright. 0 02

Venetian red, No. 1..... 0 01½

Drop black, pure dry 0 12

Golden ochre, 100 lb. kegs 0 03½

White ochre, barrels 0 04

Yellow ochre, barrels 0 01½

Spruce ochre, 100 lb. kegs 0 02

Canadian red oxide, bbls. 0 12

Super magnetic red 0 02½

COLOURS IN OIL.

Venetian red 1-lb. tins, pure 0 12

Chrome yellow, pure 0 23

Golden ochre, pure 0 14

French ochre, pure 0 12

Chrome green, pure 0 11

French permanent green, pure 0 15

Signwriters' black, pure. 0 20

Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

Alba-Gloss enamel 4 00

Anchor Floorlustre 1 80

FILLER. Gal.

Luxberry Enamel\$5 00

Screen Enamel B.B. 1 65

GLUE.

Per lb.

French medal 0 15

English common sheet. 0 10

English prima 0 17

White pigfoot 0 21

Perfection amber, ground, No. 1230 0 13

Cake, bone, 112-lb. bags. 0 10

Hide, 112-lb. bags 0 15

Gelatine, 112-lb. bags 0 20

Ground glues, 112-lb. bags—

No. 1 0 11

Extra 0 15

GLASS.

(TORONTO QUOTATIONS).

Size United Inches. Star.

Under 26\$6 50

26 to 40 7 00

41 to 50 7 40

51 to 60 8 00

61 to 70 8 75

71 to 80 9 50

81 to 85 10 50

86 to 90 10 50

91 to 95 10 50

96 to 100 10 50

Double Diamond.

Size United Inches. Star.

Under 26\$8 60

26 to 40 10 00

41 to 50 11 70

51 to 60 12 00

61 to 70 12 75

71 to 80 13 85

81 to 85 17 50

86 to 90 18 85

91 to 95 19 20

96 to 100 22 75

101 to 105 32 00

106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft., 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	20.50	
91 to 95	22.00	
96 to 95	25.00	
101 to 105	32.00	
106 to 110	36.00	

With the following discounts:
Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5 per cent. off list, delivered.

City discount, 45 and 5 per cent. off.

Toronto:

Country discount, 40½ off list delivered.

City, 42½ off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine\$8 75 \$8 90

"Anchor," pure 8 45 8 60

Green Seal 8 45 8 60

Brandram's B.B. Genuine 9 45 9 60

C.P. Co. decorat's pu. 8 45 8 60

Crown and Anchor, pure 8 65 8 60

Decorior's Pure (Wpg) 8 60

Moore's Pure White

Lead 8 45 8 60

Painter's Perfect 7 95 8 10

Ramsay's Pure Lead. 8 45 8 60

Ramsay's Exterior 8 15 8 30

Tiger Pure 8 45 8 60

"James Genuine" 10 00 10 15

Stephens' H. P. P. (Winnipeg) 8 70

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound

casks, per cwt. 8 00 6 38

Genuine, 100-pound

kegs, per cwt. 8 25 6 75

No. 1 casks, per 100 lbs. 7 75 6 25

Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots. \$17 50

2 lb. pkgs., per 100 lbs. 15 00

5 lb. pkgs., per 100 lbs. 12 00

25 lb. pkgs., per 100 lbs. 11 00

100 lb. pkgs., per 100 lbs. 9 75

200 lb. kegs, per 100 lbs. 9 60

300 lb. pkgs., per 100 lbs. 9 50

600 lb. casks, per 100 lbs. 9 00

MURFECO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls. See weekly report

PAINTS (PREPARED).

Per gallon

In qt. tins

Sherwin-Williams paints, base 2 00

Canada Paint Co.'s pure. 2 00

Elephant and Prism 1 80

Beni. Moore Co.'s

"Egyptian" Brand 1 45

Moore's house colors, per gallon 1 75

Brandram-Henderson's

"English" 2 00

Fresco-Tone, in quarts. 1 80

Ramsay's paints, pure 1 80

Ramsay's paints, Thistle. 1 60

Martin-Senour, 100% pure. 2 90

Senour's floor paints 1 60

Jameson's Crown and Anchor brand 1 60

Stephens' House Paint (Winnipeg) 1 90

Stephens' Floor Paint (Winnipeg) 1 75

Silkstone Wall Color. 2 00

PARIS PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 90

PARIS GREEN.

Prices f.o.b. Montreal, Quebec, Halifax and St. John.

C.P. Co. Bergers

600-lb. casks 16 16½

250-lb. casks 16½ 17

100-lb. drums 17½ 18

50-lb. drums 17½ 18

25-lb. drums 17½ 18½

1-lb. pack, 100 case. 19½ 20½

½-lb. pack, 100 case 21½ 22½

1-lb. tins, 100 case. 20½ 21½

½-lb. tins, 100 case. 23½ 24½

Prices f.o.b. Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks. 0 08½

Orange Mineral, 100-lb. kegs 0 08½

PRIMER.

Gal.

Luxberry Primer\$2 25

PASTE WOOD FILLER BR.

Lb.

1 lb. cans\$0 18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kegs 0 11

¼ barrels 0 10½

Barrels 0 10

PATTY.

Standard

Montreal Toronto

Rulk, in casks 2 30 2 40

Rulk, 100-lb. drums. 2 50 2 60

Rulk, 25-lb. drums. 2 60 2 70

Bladders in bbls. 2 80 2 90

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange.

30c lb.

TAR (PINE TAR).

Half pint tins, per doz. 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Toxite, 1 gal. cans 2 10

Cumoff 2 10

TURPENTINE.

Montreal Toronto

5 gal. See weekly report

Pure, single bbls. See weekly report.

SLATING.

Gal.

2 to 4 bbls. 0 60 0 64

Liquid Slating, B.B.\$3 00

STAINS.

Gal.

Oil, & Spirit, Berry Bros. \$2.50

Water Stains, Berry Bros. 1 25

Berrycraft stain finish 3 00

Shingletint, 5 gal. cans ... 1 15

VARNISHES.

Per gal. cans

Liquid Granite\$3 00

Elastic Interior 3 00

Elastic Outside 6 00

Luxberry, light 3 00

Luxberry, white 5 00

Luxberry, spar 4 50

Luxberry, exterior 5 00

Dugloss finish 3 00

Carriage, No. 1 1 50

Excello 2 00

Mar-Not 2 70

Elastic Oak 1 50

Light oil finish 1 35

Gold sized japan

A New Service for the Hardware Trade

We take pleasure in announcing to the trade the opening of a **Warehouse Department** in connection with our business. For years we have catered to the requirements of a limited number of customers in the West in Bars, Sheets, Bolts, etc., to our mutual satisfaction. But we have now made it possible to meet the general demand by placing a stock of wider range and greater volume at the disposal of buyers in the provinces of Manitoba, Saskatchewan and Alberta.

We Can Make Quick Shipment from Our Stock of

Bars

Rounds, Squares and Flats
Mild Steel
Reinforcing Cast Steel
Machinery Steel
Sleigh Shoe Steel

Rivets

Boiler, Structural and Plate. All sizes.

Sheets

Blue Annealed.
Black Sheets.
Galvanized.

Angles and Tees

Black, $\frac{3}{4}$ in. up.

Bolts, Nuts and Spikes

Machine, Carriage, Patch and Stay Bolts.
Ship and Shimming Spikes.

Plates

Boiler and Tank, Chequered.

Rails

8 to 80 lbs. per yard, New and Relaying.

Turnbuckles

All sizes, with stubs.

Tubes

Lip Welded and Cold Drawn, Seamless.

We Offer You the Advantage of Securing Your Material in the Exact Size Required

Our stock is a complete range, enabling us in most cases to ship your order the same day as received. We will make arrangements wherever possible to include your order with earload lots, thus giving you the advantage of a lower freight rate.

We follow each order to its destination through our own tracing department, insuring delivery of goods as quickly as possible.

The advantage of being able to secure your material in exactly the size you want saves you paying freight on waste; also the time and labor otherwise required for alterations.

We ask you to let us have a copy of the first enquiry you may be sending out to the trade, as we feel that we can offer you both price and service equal, or even better, than can be obtained elsewhere.

Send for our Monthly Stock List.

Manitoba Bridge & Iron Works, Limited

Winnipeg, Man.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00
ANVILS.

Peter Wright, 80 lbs. and up.
 12½c per lb.; clip horn, 13½c.

AUGER BITS.

"Irwin" bits, 45 per cent.;
 common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3½ lb. and 4 lb., \$8; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½ lb. and 4 lb. \$10; Black Prince Axes unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35 per cent; broad axes, 5 to 7½ lb., \$28 per doz; 7½ to 9 lb., \$30.50.

BARS, CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$8.50; Brittain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list.
 Leather.
 Agricultural leather belting, 66-2-3 per cent. off the list.
 No. 1, 66-2-3 per cent. off list.
 Standard, 60 per cent. off list.
 The "double" list is just twice the price of "single".

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides, 95c; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.
 Steel, 50 per cent.; wood, 60 per cent.

Wood, tackle, common, 60 per cent.

BOLTS.

Carriage, ¾ and smaller, 60%; 7-16 and larger, 50%; machine, ¾ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2c off; case lots, \$2.75 off; stove bolts, 77½%; sleigh shoe bolts to ¾, 50%; 7-16 and up, 40%.

BUILDING PAPER.

Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coll, 3-16 in., \$10.00; ¼, \$7.25; 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75; ¼, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾, \$4.25. Logging, 5-16, 6¼c; ¾, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$7.41 each.

CLEAVES, MALL.

7½c per lb.

COPPER.

Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24 fl., 26c; 27½c.

DRILLS.

Bit Stock, 60 per cent; Blacksmith, ¼ in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 10%.
 Nicholson's, 65%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

37½ per cent.

Painters' naphtha, bbls., 21c per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES.

Light T and strap, 60%.
 Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80c, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.
 Corrugated strap, 4, 5, 6, 8, 10, and 12, 80c, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis" Head.
10% oz. or 28 Eng. 4 75	5 10
28 Am. or 26 Eng. 4 50	4 85
28 Am. or 26 spec'l 4 25	4 60
24 Am. and Eng... 4 10	4 45
22 Am. and Eng... 4 10	4 45
18 & 20 Am. & Eng. 4 00	4 30
16 Am. and Eng... 3 85	4 15

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
 Mrs. Pott's No. 55, set ... 0 95
 Mrs. Pott's No. 50, set ... 1 00
 Asbestos Sad Irons.
 No. 100, set ... 1 60
 No. 70, set ... 1 65
 Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 25
 No. 20, X-ray 11 00
 No. 22, Dash-board 9 75
 Tru-lite short globe, doz. ... 7 25

LEAD PIPE.

\$7.50 coll; less coll, \$8 cwt.

LEAD WASTE.

\$8 to \$3.50 per cwt.

LINSEED OIL.

Raw, per gal., 79c; boiled, per gal., 82c.

These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for can, etc.

LOCKS.

Peterboro and fittings, 45 p.c.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50 per cent.

NUTS.

Square and hex., small lots, f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Gal.	Tin varized
¼ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18¼c gal.; Royalite oil, 16c gal.; Palacine oil, 18¼c gal.; Capital Cylinder, 56c gal.; Standard gas engine

oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30½c gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4¼c; Venetian red, barrel, \$2; less than barrels, \$3; American vermilion, 12c; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, \$8.50. 9c lb. for less.

PARIS GREEN.

1 lb. pkgs., 21½c. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.

¼ inch, \$3.50; ¾ inch, \$3.60; 1 inch, \$4.20; 1½ inch, \$5; 2 inch, \$7.35; 2½ inch, \$9.90; 3 inch, \$12; 4 inch, \$16; 5 inch, \$25.60; 6 inch, \$33.45.

IRON PIPE.

Black, ¼ inch, \$2.50; ¾ inch, \$2.60; 1 inch, \$3.20; 1½ inch, \$3.75; 2 inch, \$5.50; 2½ inch, \$7.45; 3 inch, \$8.90; 4 inch, \$12; 5 inch, \$19.25; 6 inch, \$25.15; 8 inch, \$30.25; 10 inch, \$35.80; 12 inch, \$42.35; 14 inch, \$49.75; 16 inch, \$64.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.65; 8 inch, \$4.90. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24, \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-20, \$3.15.

PLOW SHARES10c per lb.

Landslide plow, 1½ x 14 in., \$1.75 per dozen.

PULLY.

100-lb. drums 3 00
 25-lb. irons, per cwt. 3 10
 1½-lb. tins 0 06

RASPS.

Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 36; 10, 38c; coppered, No. 8, 17c; 10, 18c.

ROPE.

Sisal, 10¼c base; pure Manila, 15¼c base; British Manila, 12c base; lath yarn, 9¼c base.

Tarred Marine Hanks, per lb., 26c.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80 10 and 5 per cent.; flat head, 85 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25.

Grass, \$7.25 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, \$9.65; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask lots, 11¼c; small lots, 11½c.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat," No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.80.

SNATHS, SCYTHE.

Grass, No. 2, \$7.25; brush, No. 1, \$8.25.

SOLDER.

Per pound, 25 to 26 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16, \$4.15; ¾, \$3.90; 7-16, \$3.80; 1½, \$3.75; 5½, \$3.75.

STAPLES.

Bright wire per cwt., \$2.55 at Fort William, \$2.95 Winnipeg; galvanized staples, \$3.25 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$5.25; harrow, \$3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, \$3.40; machine, \$3.75 base; tire, \$5.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE. Rivet. Paten'd
 6 in., per 100 ft.... 9 00 9 05
 7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42
 7 inch, per doz. 1 59
 8 inch, per doz. 2 87

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75c.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish	4 00
Extra light hard oil	1 90

VICES.

Peter Wright's solid box vises, 45 lbs. and over, 14¼c lb.

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKES CENTRES.

42½ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead, \$9.40 per cwt.

WIRE, BARB.

Per Spool of 80 Rods f.o.b. Lyman 4-point, Fort William, \$1.90; Winnipeg, \$2.25; Glidden 2-point, Fort William, \$1.77; Winnipeg, \$2.10; Baker 2-point, Fort William, \$1.75; Winnipeg, \$2.07; Alberta 2-point, Fort William, \$1.65; Winnipeg, \$1.93; American special 2-point, Fort William, \$1.40; Winnipeg, \$1.65; plain twist, per 100 lbs., Fort William, \$2.80; Winnipeg, \$3.20; coil spring, No. 9 (colled), per 100 lbs., Fort William, \$2.20; Winnipeg, \$2.60; No. 12 (colled), Fort William, \$2.30; Winnipeg, \$2.70; plain galvanized wire, No. 9 (plain), Fort William, \$2.15; Winnipeg, \$2.55; No. 12 (plain), Fort William, \$2.25; Winnipeg, \$2.65.

WIRE CLOTH.

Patented screen, in 100 ft. rolls; \$1.60 per hundred sq. feet; in 50 ft. rolls, \$1.70 per 100 sq. feet.

WIRE, PLAIN.

\$2.90 base.

Bale ties, 14 gauge, single loop, \$3.65 Winnipeg, \$3.25 Fort William.

WIRE (STOVEPIPE).

18 and 19 gauge, 5½c per lb.

WRINGERS.

Royal Canadian, \$38 per doz.; Eze, \$42 per doz.; Bicycle, \$48 per doz.; Ajax, \$8 each.

PLATED-WARE INNOVATIONS SPECIALTIES

The Brand that Always Satisfies.



The Brand the Dealer Specifies.

CUTLERY

All the newest and best in a thousand and one lines, everything from Razor Hones to Wrist Watches; things practical, things ornamental, things essential to every man, woman and child; household Gods and household necessities; every want met and a want created by every article carried in the enormous stock of our "Cutlery Department."

If it is a new line that you wish, a novelty, or one of the old reliables, we have it for you.

MILLER-MORSE HARDWARE CO. LIMITED

"THE BIG WINNIPEG HOUSE"



Make Your Local Advertising Pull Good Business

One of the best means at your disposal, for stirring up business, is intelligent advertising in your local newspapers. Have you felt the need of small cuts to put life and selling power into your advertisements? No doubt you have, but owing to the cost of cuts required for this, you have been prevented from going more thoroughly into the matter. Hardware and Metal has overcome this difficulty, and will supply you with cuts, at very low cost. They will cost you only fifteen cents each. We have two hundred of them in Hardware and Metal's Electro Service. Send for sample sheets, showing proofs of these valuable little cuts. Then make your selection.

HARDWARE & METAL

143-153 University Avenue, Toronto

Montreal

Winnipeg

Boston

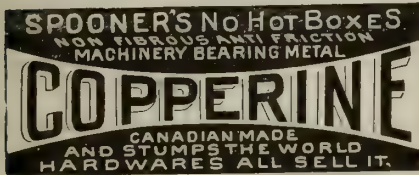
New York

Chicago

London, Eng.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.



Hardwaremen, sell the Skating Rink in your town a J & R Rink Scraper, which cleans off snow, ice and slush. Write for circular.

James & Reid
Sole Manufacturers
Perth, Ont.



The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.
Selling Agents, **WIEBUSCH & HILGER, Ltd.**,
New York
A. MacFARLANE & CO., Montreal
Canadian Agents.



A want ad. in this paper will bring replies from all parts of Canada.



PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. Ashdown Hardware Co., Ltd.
Winnipeg, Calgary and Branches

Big Profit and Satisfaction
in Selling

"AYLMER"
Force Pumps



They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited...
Aylmer, Ont., Canada

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

THE KYLE MALLEABLE CASTINGS CO.

MERRICKVILLE, ONT.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

HERCULES
SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED TO BUY—GENERAL OR HARDWARE store in the Eastern Townships. Give amount of last year's turnover, also stock on hand and terms, proprietor or rent. Box 161, Hardware & Metal, Toronto. (S)

WANTED — HARDWARE POSITION BY young man, ten years' retail experience, capable of managing store and office work. Can furnish references as to ability and character. Box 153, Forget, Sask. (T)

EXPERIENCED HARDWARE SALESMAN wishes a position out of town. Fair knowledge of plumbing and tin-smithing. All references. N. A. Emery, 17 St. Clair Gardens, City. (T)

WANTED—IN SMART TOWN OR VILLAGE in good agricultural district in Ontario, a clean hardware stock, about four thousand. Apply Box 160, Hardware and Metal, Toronto (T)

TRAVELLER, WITH AUTOMOBILE, HAS first-class connection with best hardware trade in Toronto, is in position to represent good house on commission basis or salary and commission. Box 159, Hardware & Metal, Toronto.

SITUATIONS VACANT

WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—2 2-INCH QUICK OPENING Flanged Gate Valves, Figure 684, P. & C. No. 181. These valves have not been used and will sell same cheap. The P. Hymmen Co., Ltd., Berlin, Ont. (T)

FOR SALE—HARDWARE STOCK—GOOD eastern location. Stock about \$6,000. Turnover \$17,000. Shows a gross profit of nearly \$4,000. Apply Box 153, Hardware & Metal, Toronto. (S)

FOR SALE—A SMALL STOCK OF PAINT—will sacrifice as it must be sold. For particulars write Box 152, Hardware and Metal, Toronto. (4)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.



SEPARATE SEALED TENDERS addressed to the undersigned, will be received at this office until 4.00 P.M., on Monday, March 1st, 1915, for the supply of "Brooms and Brushes," "Chain," "Hardware," "Hose," "Oils and Greases," "Packing," "Paint, Paint Oils, etc.," "Manilla Rope," "Wire Rope," and "Steam Pipe, Valves and Fittings," for the departmental dredging plant in Ontario and Quebec.

Each tender must be sent in a separate envelope and endorsed "Tender for Hardware, Ontario and Quebec," "Tender for Chain, Ontario and Quebec," etc., as the case may be.

Tenders will not be considered unless made upon forms furnished by the Department and in accordance with conditions contained therein.

Combined specification and form of tender can be obtained at this Department.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for the amount mentioned in the tender.

By order,

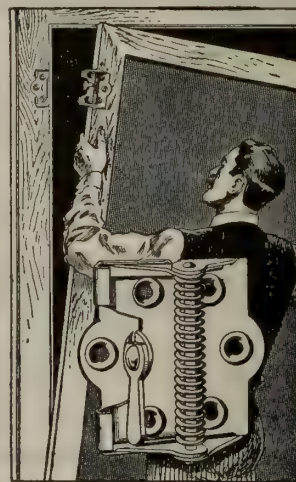
R. C. DESROCHERS,

Secretary.

Department of Public Works,
—71917 Ottawa, February 1st, 1915.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

DOUBLE YOUR FLOOR SPACE—BY installing an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.



JIFFY
Detach-
able
Screen
Door
Hinge

Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for **WINTER STORM DOORS**, as well as **SCREEN DOORS**. Made in all finishes, twelve pairs packed in a box. Be sure and have your jobber show you this hinge before buying others, or **WRITE FOR SAMPLE TO**

SAUNDERS & WAINWRIGHT
St. Nicholas Bldg. Montreal

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find \$., for which insert following advertisement in your "Want" Ad. Page times. (For Rates see top of this page.) (Each figure, including box number, counts as one word.)

Signed
Town Province

NICKEL

SHOT—High and Low
Carbon
INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80%

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONIE METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

**THE INTERNATIONAL
NICKEL COMPANY**

43 Exchange Place, New York.

LONDON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

**London Rolling Mill Co.,
Limited**
LONDON, - ONTARIO

SALES AGENTS
Manitoba — Bissett &
Loucks, Ltd., Winnipeg
British Columbia —
McPherson & Teetzel,
Vancouver.

**NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.**

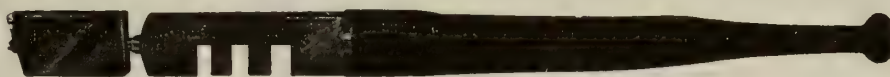
Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Agents: A. RAMSAY & SON COMPANY, Montreal.



FORD MASTER VIBRATOR

The "American Master" differs from all others. Takes place of switch on coil box. No lock required. Dealers, write for prices.

**GEO. W. MacNEILL CO., 85 Richmond Street W.
Exclusive Factory Agent TORONTO**



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN Oakey & Sons, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Readers of Hardware and Metal Let Us Know Your Wants

Hardware and Metal is in a position to secure information on new lines in the Hardware trade, and of novelties occasionally asked for in the Hardware store.

Don't hesitate to write us. As a subscriber of Hardware and Metal you are entitled to this service.


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Tallman Brass & Metal Co., Hamilton.
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Roofers Supply Co., Toronto.
B. & H. S. Thompson & Co., Montreal.
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- Cattle and Trace Chains.**
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McKinnon Chain Co., St. Catharines.
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Alfred Rogers, Ltd., Toronto.
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The Adamite Wheel & Mfg. Co., Hamilton.
T. Slack & Co., Toronto.
- Chaffing Dishes.**
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- Chain Clutches.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Chain Drills.**
Smith & Hemenway Co., New York.
- Chain, Manufacturers.**
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.
Oneida Community, Oneida, N.Y.
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McKinnon Chain Co., St. Catharines.
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Canada Chain Co., Sarnia.
- Chain, Treble-Refined Iron.**
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The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
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Smith & Hemenway Co., New York.
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Maxwell, David, & Sons, St. Mary's.
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The Western Clock Co., La Salle, Ill.
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- Cow Sprayers.**
The Paterson Mfg. Co., Ltd., Toronto.
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Taylor-Forbes Co., Guelph, Ont.
- Doubletrees.**
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Pratt & Whitney Co., Dundas, Ont.
- Drawer Pulls.**
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Peck, Stow & Wilcox Co., Cleveland, Ohio.
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Taylor Forbes Co., Guelph, Ont.
- Drills, Brick and Stone.**
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Wilt Twist Drill Co., Walkerville.
- Dry Batteries.**
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- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
- Electric Irons.**
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Flexible Conduit Co., Guelph, Ont.
MacKenzie Bros., Winnipeg, Man.
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Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.
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Why?

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AND SO THE REASONS FOR THE LARGE
PERCENTAGE OF FAILURES IN THE
RETAILING WORLD ARE OF DEEPEST
INTEREST TO MEN IN ALL BRANCHES
OF BUSINESS.

Under the title "Service and Super-Service," William Byron tells in the February issue of MacLean's Magazine why the few succeed and the many fail. Briefly, it simmers down to this: The man who goes into business to sell goods cannot win his way to the top—and stay there. In order to succeed it is necessary to sell service—even super-service—to the public; the best possible service compatible with a reasonable profit. Too much service is as bad as too little, for after all a man cannot stay in business unless he is making a profit.

You will be interested in seeing the development of this theme, in reading the article through. It contains a wealth of valuable information.

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Hamilton Gas Mantle Co., Hamilton.

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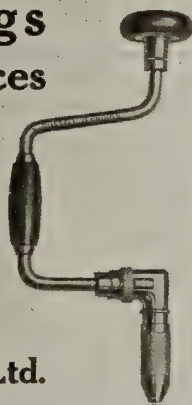
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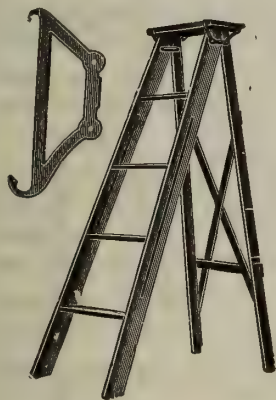
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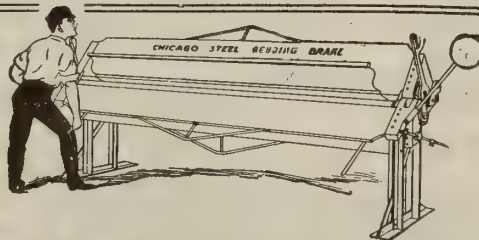
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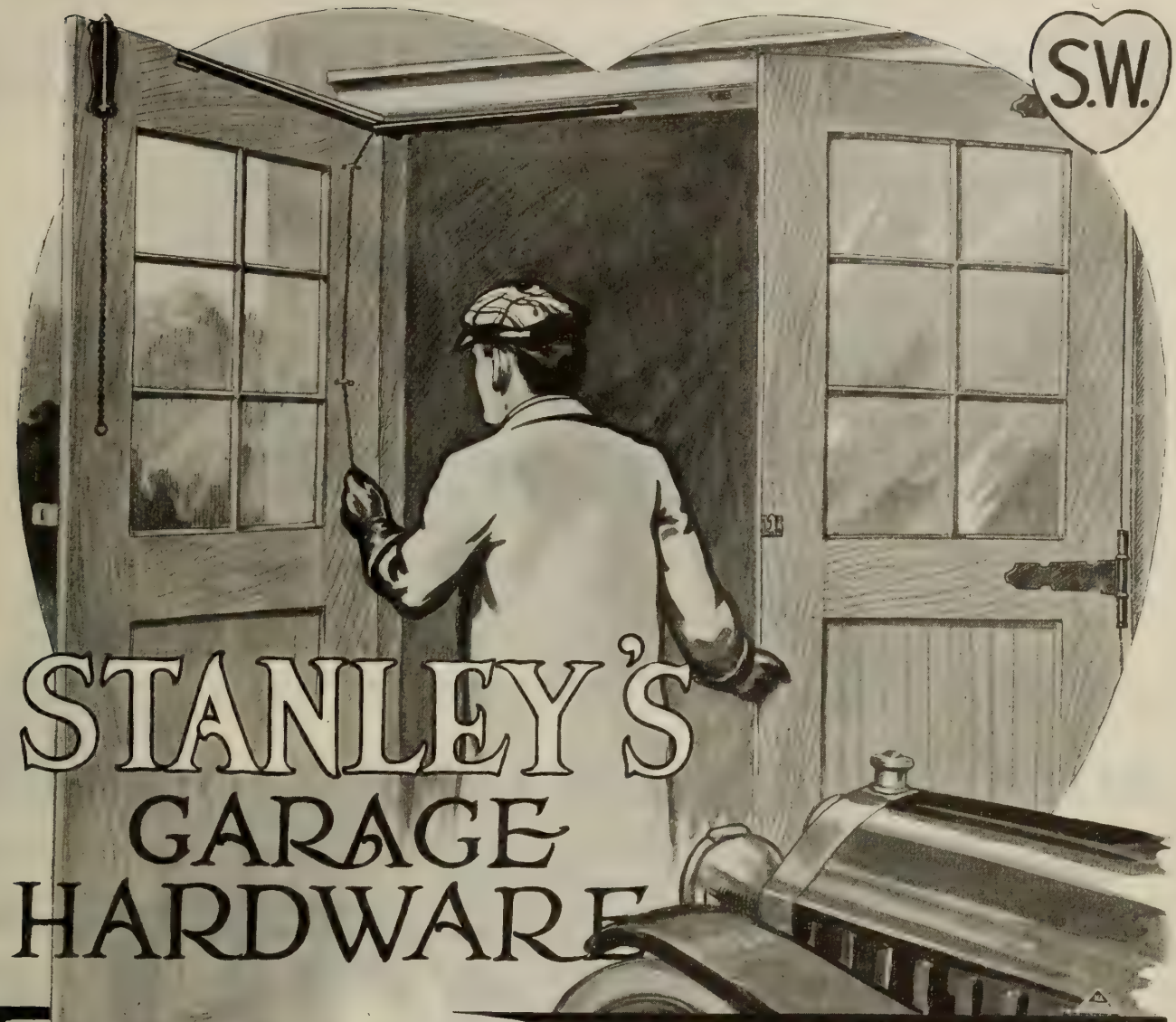
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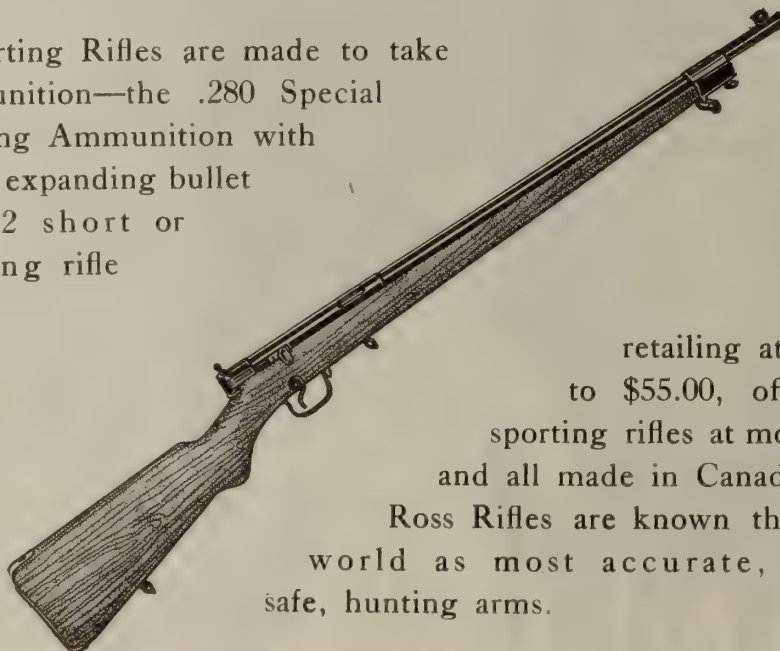
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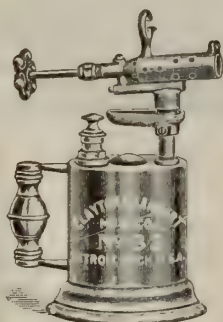


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No. 32 Torch.

A Winning Combination

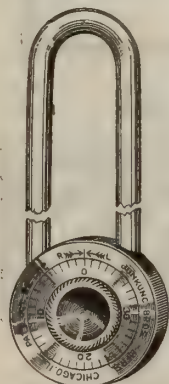
The No. 32 Torch and a "wide-awake" dealer. Look to all Torch stock during cold weather, knowing that the loss of one job caused by not being ready when the "hurry up" call comes, not only means a loss of profit that would pay for the torch, but frequently means turning one of their customers over to a competitor, giving him a chance to hold his future business. The No. 32 Torch is the best winter torch ever made. Wind, rain and cold-proof. Jobbers supply at factory price. Our catalog is free.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.



Our large stock of Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers, assures quickly filled orders and prompt shipment. Our quality and price please everybody.

LONDON BOLT & HINGE WORKS
LONDON, CANADA



"Style A—for Motorcycles"

A NON-FREEZABLE LOCK

Hardware dealers everywhere have endorsed this new keyless, non-freezing combination hasp lock. Operates the same as a safe. No rivets, springs, pin or bolts—contains only five parts—locks in three places—made of Rolled Brass.

The JUNKUNC Combination LOCK
Made in seven styles. The ideal lock for Automobiles, Motorcycles, Garage doors, lockers, tool chests, barns, etc., in fact for every locking purpose. Fully guaranteed and positively "non-pickable."

Our Special Introductory Offer
Write to-day for special introductory assortment and prices. Remember, there's a mighty good profit for you in each sale. We furnish circulars FREE.

If your jobber cannot supply you write direct to
JUNKUNC BROS., Manufacturers
956 West 71st Street, Chicago

SPECIAL JOBBING FOR MANUFACTURERS

We can take care of that surplus for you.

Anything in the line of Foundry, Steel or Woodwork.

Facilities for quick, reliable jobs at reasonable prices.

Send specifications for quotation to-day.

Raymond Manufacturing Co., Limited
GUELPH, ONTARIO

FIRE DOOR TERNE PLATE

For Covering Fire Doors. Every Sheet Stamped.

Conforms in all respects to National Board of Fire Underwriters' requirements.

Large Stock

Close Prices

The Roofers Supply Co., Ltd., Toronto, Ont.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

MONTREAL

WINNIPEG

CALGARY

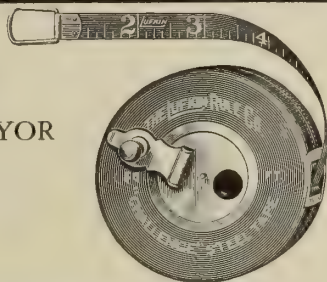
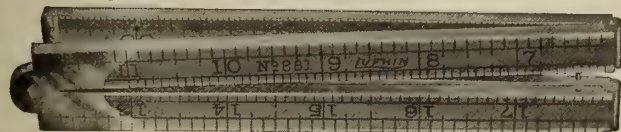
VANCOUVER

When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR
are looking for the trade-mark

LUFKIN



SOLD BY ALL
JOBBER'S

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or
they have been educated up to it by their
associates.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods,
and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with
every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to
none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.



REMINGTON
UMC



REMINGTON
UMC

—made in Canada

The World's Standard Am-
munition is made at Windsor
(Ontario) and bears the
name—

***Remington
UMC***

Every Remington-UMC Gun, Rifle,
Cartridge and Shell is the climax of a
century's experience. The proven
product of a thousand inspections and
tests. A member of the biggest and
best-advertised line of arms and
ammunition in the world.

Order from your Jobber

Remington Arms-Union Metallic Cartridge Co.

Windsor

Ontario



REMINGTON
UMC



REMINGTON
UMC

HARDWARE AND METAL

Vol. XXVII. **PUBLISHED EVERY SATURDAY SINCE 1888** February 20
No. 8 **THE MACLEAN PUBLISHING COMPANY, LIMITED** 1915
PUBLICATION OFFICE: TORONTO, CANADA



*Write for Sample
The Greening Wire Coy
Limited
Hamilton
Canada.*

Made in
La Salle, Ill
by
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to

hear. The movement plates are bridged like on a Waltham watch—you can change both mainsprings *without taking the movement apart*. The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is \$3.00, and there's a \$3.00 resale tag on everyone you buy.

THE PLANT BEHIND OUR PRODUCTS

Since 1835 John Chatillon & Sons have been making Scales. These scales have acquired a wide reputation because of their superiority of workmanship and construction.

**The Universal Sale of
CHATILLON SCALES**

is constantly increasing. Our products stay sold. They have a number of imitators, but no superiors. All our scales are warranted to be accurate and perfect in workmanship. Our policy is quality products and fair prices.

**Our complete line of
BUTCHERS' CUTLERY**

knives, cleavers, steels and cutlery for hotel, restaurant and kitchen use, has acquired a reputation for excellence. The users of our line of cutlery are universally satisfied.

For twenty-five years our skilled workmen have been producing this cutlery. The steel is especially adapted for the purpose—tempered by our own process. The high standard of quality that has made John Chatillon & Sons' products world-famous is maintained throughout this line.

Interesting illustrated catalogue upon request.

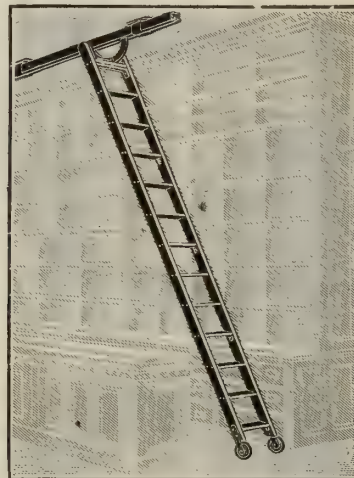
JOHN CHATILLON & SONS

85 Cliff St. - New York City

Quality is absolutely guaranteed.



There is a shoe store in your town needs a rolling ladder. And a book store, and several others.



Why not get our catalog, showing full line, all kinds, and go after them?

HOW ABOUT YOUR OWN STORE?

Richards-Wilcox

CANADIAN
COMPANY, Ltd.
LONDON, ONT.

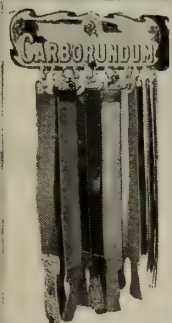
**Boost Your Razor Strop
Sales—Stock Up with
Carborundum Razor Strops**

They are cut from genuine horsehide, soft, smooth, pliable—

Into the corrugated sharpening side is rolled the finest of Carborundum powder—the strops sharpen and finish—bring the dull razor to an edge in a twinkling.

The hardware of the strops is new, novel, practical. *Carborundum Strops appeal to every shaver and they will open the way to profits for you.*

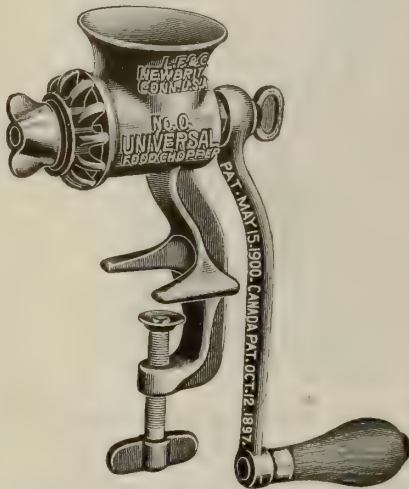
WRITE ABOUT FREE DISPLAY CASE AND
RACK OFFER.



THE CARBORUNDUM COMPANY, NIAGARA FALLS, N.Y.

UNIVERSAL

Food Choppers



No. 0

Smaller than, but capacity equal to, any imitations of No. 1. Tinned, All Parts Interchangeable. Coarse, medium and fine cutters. Capacity, $1\frac{1}{2}$ lbs. per minute. Height over all, 8 in. Diameter of Hopper, $2\frac{3}{4}$ x $2\frac{1}{4}$ in. Diameter of Barrel, $1\frac{3}{4}$ in.

Per dozen

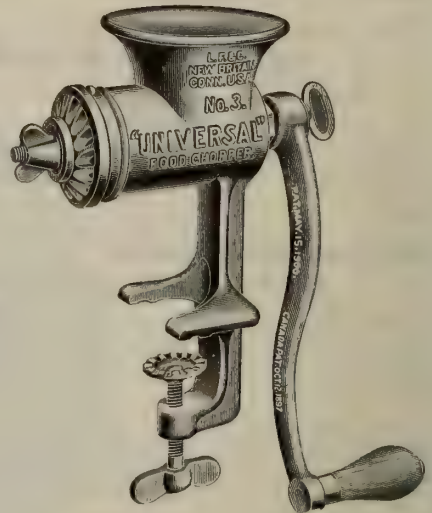
\$21.60

Are profitable to handle and easy to sell. The constantly increasing demand for the UNIVERSAL is due to its well-known points of superiority—its self-sharpening, self-cutting beveled cutters—its strength and superior construction.

Fifteen years of consistent advertising has made UNIVERSAL Food Choppers known to housekeepers everywhere. It has become the standard chopper.

UNIVERSAL Food Choppers are made in four sizes, which allows a choice accommodating any style of housework, from the small family kitchen to the large hotel.

Each chopper is of the highest quality material and is heavily tinned, giving it a bright, clean appearance, which appeals to every purchaser.



No. 3

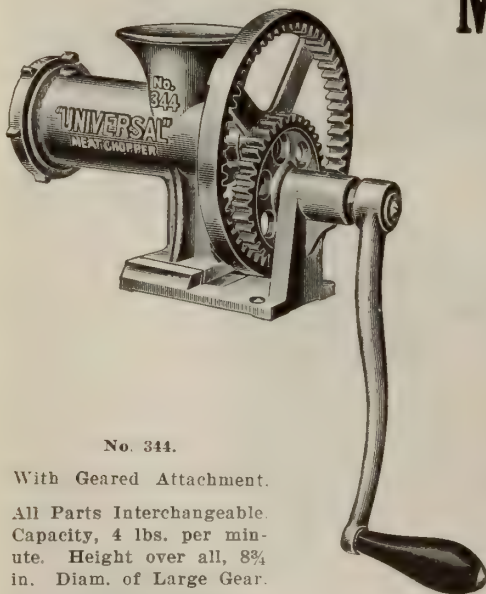
Especially adapted for hotel and market use. Tinned. All Parts Interchangeable. Four cutters, very coarse to very fine. Capacity, 3 lbs. per minute. Height over all, 11 in. Diameter of Hopper, $4 \times 4\frac{1}{2}$ in. Diameter of Barrel, $2\frac{1}{2}$ in. (Stuffing attachment will fit this chopper.)

Per dozen

\$36.00

UNIVERSAL

Meat Choppers



No. 344.

With Geared Attachment.

All Parts Interchangeable. Capacity, 4 lbs. per minute. Height over all, $8\frac{3}{4}$ in. Diam. of Large Gear, $8\frac{3}{4}$ in.; Hopper, 5×6 in.; Barrel, $2\frac{3}{4} \times 3\frac{1}{4}$ in.

Each

\$7.00

We strongly recommend the geared patterns as being the most easily operated Meat Choppers on the market.

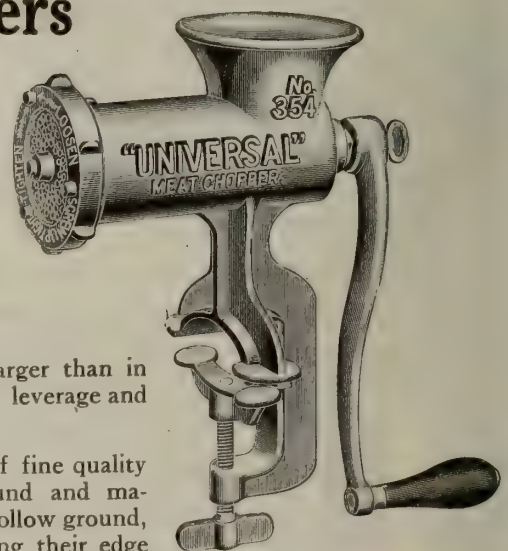
Like UNIVERSAL Food Choppers the quality of the castings, knives and plates as well as the machinery and trimming is the best.

Each chopper is made with thumb screw or clamp, making it easily removable from bench or block. The cranks are larger than in other makes, giving greater leverage and requiring less work.

Knives and plates are of fine quality cast steel, uniformly ground and machined. The knives are hollow ground, cutting cleanly and retaining their edge longer than other makes.

For prices, etc., write to your jobber or direct to us.

LANDERS, FRARY & CLARK
New Britain, Conn.



No. 354

Largest of the clamp Meat Choppers. All Parts Interchangeable. Capacity, 4 lbs. per minute. Height over all, $15\frac{1}{2}$ in. Diameter of Hopper, 5×6 in.; Barrel, $2\frac{3}{4} \times 3\frac{1}{4}$ in. Each, \$5.00

OUR MAIL ORDER SERVICE

REACHES TO ALL POINTS IN
THE DOMINION.

¶ We aim to fill your orders Promptly, Completely and at Fair Prices.

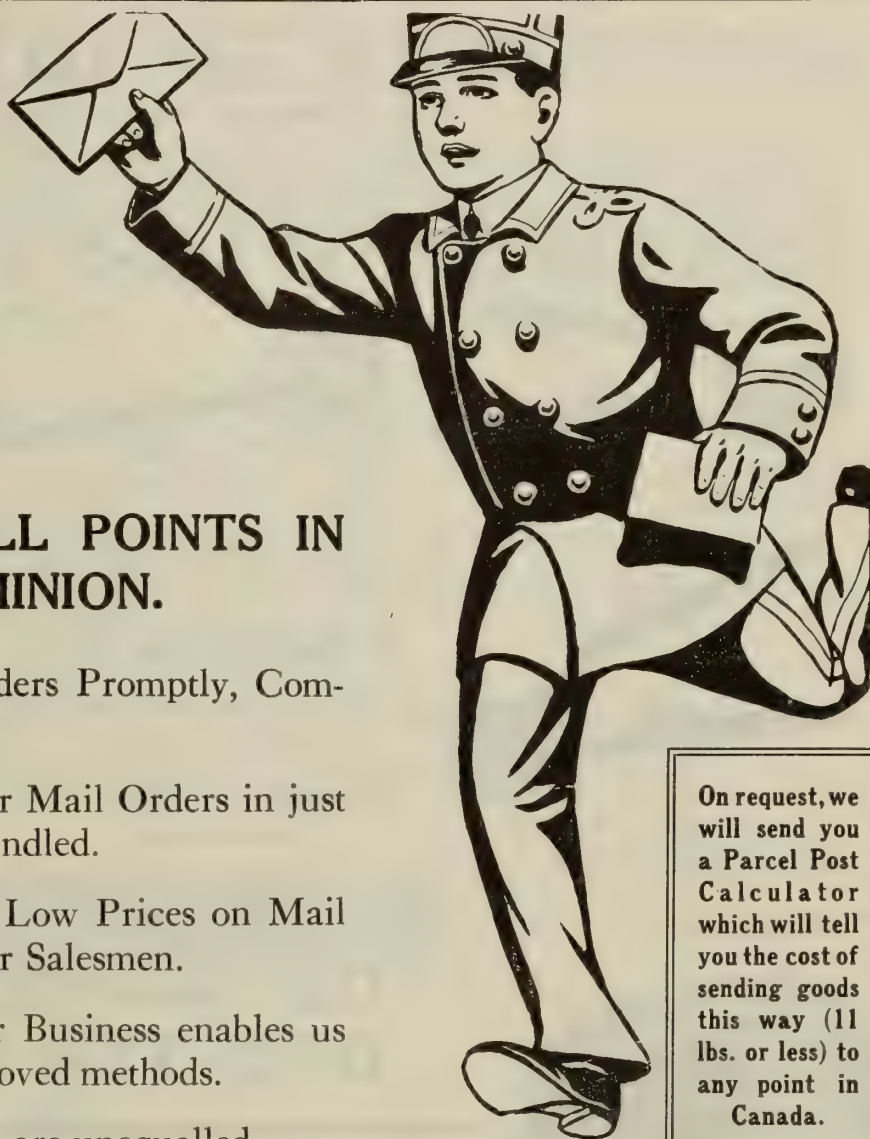
¶ We want to handle your Mail Orders in just the way you want them handled.

¶ We give you the same Low Prices on Mail Orders as are made by our Salesmen.

¶ Our Large Mail Order Business enables us to use up-to-date and improved methods.

¶ Our Shipping Facilities are unequalled.

¶ Whenever your Mail Orders are not handled to your entire satisfaction, write us, we want to know.



On request, we will send you a Parcel Post Calculator which will tell you the cost of sending goods this way (11 lbs. or less) to any point in Canada.

QUALITY

EFFICIENCY

SATISFACTION

Our No. 50 CATALOGUE is the most complete ever issued in CANADA.

It illustrates everything we sell.

We will send one on request.

LEWIS BROS., LIMITED
MONTREAL

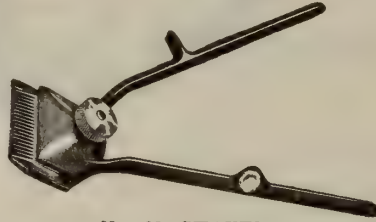
PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

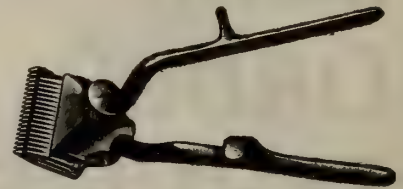
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clippers of the utmost lightness and refinement, not paralleled by any other American manufacturer.



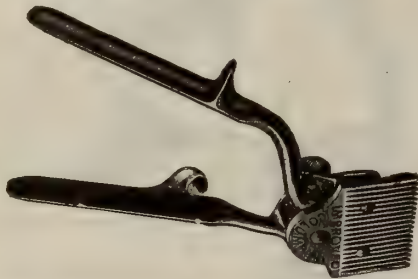
STANDARD No. 0, No. 1, and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAVER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.



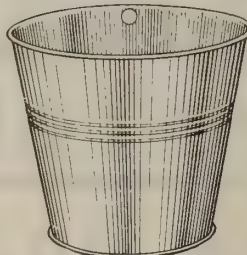
545-547-549 KING ST. WEST

ASH SIFTERS
WASH BOILERS
CAKE TINS
TEA KETTLES
DIPPERS
DUST PANS
STEAMERS AND BOILERS.
GALVANIZED PAILS.
GARBAGE CANS
STOVE PIPE
GENERAL TINWARE
GALVANIZED WARE

Our New Tinware Factory OPEN FOR INSPECTION

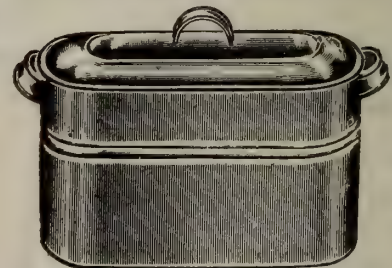
During Convention we will be "At Home" in our new plant shown here, a plant complete with modern facilities. Come and see us. You, as purchasers, and we as manufacturers, will both be bettered by a close acquaintanceship. Let us show you why and how we can take care of your orders promptly and well.

SAP PAIL



6 and 10 quart

WASH BOILERS No. 8 and No. 9



Tin. Galvanized. Copper.

SOREN BROS. .∴ Toronto, Canada

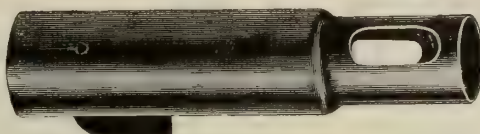


We Are Prepared

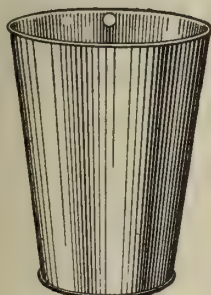
for a big Sap Run

Figure it out. Price of sugar is very high. The snowfall in Ontario and Eastern Canada has been heavier than for years. More trees will be tapped, the Sap Run will be larger and higher prices will be obtained for syrup.

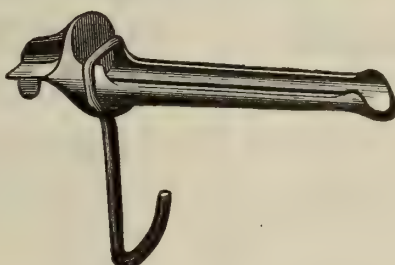
You can order forward sap supplies with assurance, remembering that **SMP** can supply any further demands on your stock.



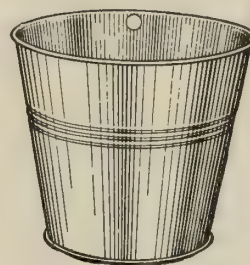
Maple Leaf Sap Spout



Deep Sap Pail



Eureka Sap Spout



Flaring Sap Pail

Shipments Made Promptly

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL

TORONTO

WINNIPEG



Stanley Tools



Fig. 2

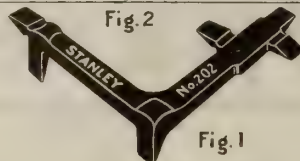


Fig. 1



Fig. 3

PORTABLE BENCH DOG

Very convenient for all kinds of work requiring the use of a Bench Dog, especially where a well-appointed work bench is not available.

One or more can be so placed as to securely hold a board or other work in almost any position required. Even in connection with a fixed or permanent Bench Dog, it will be found useful to hold steady the other end of a board while being worked.

Made entirely of metal, with well-sharpened points and blued finish.

Send for special circular.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

The Bowser Wire Cloth Display Rack

will give you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

IT DOES AWAY WITH AWKWARDNESS IN UNROLLING, SAVES MUCH TIME, DIS-



PLAYS THE STOCK INSTANTLY IN A VERY ATTRACTIVE AND EFFECTIVE MANNER.

Let us put you in touch with some users—they'll tell you how valuable this system of wire cloth display really is.

Jot down your request for full particulars now.

R. M. BOWSER & SON, Renfrew, Pa.

Another Good One For Profit



Heart-Shape Flexible Steel Mats

SURE SELLERS WHEREVER THE OLD-FASHIONED GERM-HARBORING JUTE BRUSH OR RUBBER IS IN GENERAL USE.

Our Flexible Steel Mats are made of best galvanized material, in any and all shapes and sizes for every requirement.

They are perfect scrapers and can be reversed after long service, making two mats in one.

Flexibility of construction—the ability to conform to uneven spots is attained at no loss of strength, by means of FOUR-FOLD CONSTRUCTION AT THE JOINTS

Jot down your request for full information now.

Andrews Wire Works of Canada

Limited

WATFORD, ONTARIO

Tell us what you have been getting in GERMAN and AUSTRIAN WOODENWARE SPECIALTIES

— WE CAN SUPPLANT THEM —

It is our aim to keep our plant running as in usual times and afford all the work possible to our employees during winter.

We would be pleased to have suggestions from the Wholesale and Retail trade and to pay for samples you would submit of anything we could make here.

More washings will be done at home for a time now than have been for some years. This means a larger demand for Washboards, Pails and Tubs. "Cane" quality and finish assure easy sales and satisfaction.

All our Standard products are stocked to render quick shipment.

Hardware Merchants, order from your wholesale!

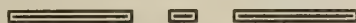
The Wm. Cane & Sons Co., Ltd.
NEWMARKET ONTARIO

We Extend a Hearty Invitation

to all our customers and friends to pay
us a visit while in Toronto
attending the

RETAIL HARDWARE CONVENTION

Any service we can render during your
stay will be gladly given.



H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

LIMITED

WE SHIP PROMPTLY

TORONTO OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

"W & B" Pipe Wrenches the Only Pipe Wrenches

MADE IN CANADA

The line comprises all sizes from 6 to 48 inches



"W & B" Wood Handle Grips. Length open
6 to 14 inches.



"W & B" Steel Handle Grips. Length open
18 to 48 inches.

These types of "W & B" Wrenches are particularly adapted for the proper handling of metal pipe.

The movable jaw with sharp-edged, grooved teeth, gives a sure grip.

Other patterns of "W & B" SCREW WRENCHES MADE IN CANADA at our St. Catharines factory, are our Machinists' Knife Handle, "Railroad Special," Regular (Agricultural Pattern). Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.

The Whitman & Barnes Manufacturing Company

Established 61 Years

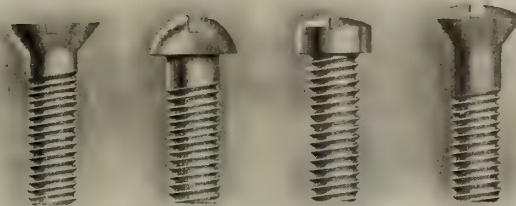
ST. CATHARINES, ONT.

THE STEEL COMPANY OF CANADA

HAMILTON, CANADA LIMITED

THREADED PRODUCTS

THE
THREADS
ARE
TRUE



THE
HEADS
ARE
PERFECT

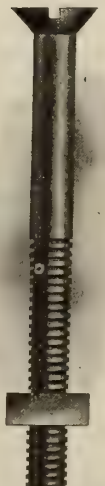
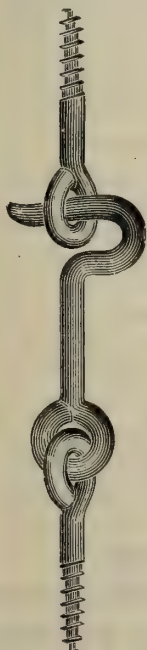
WOOD AND MACHINE SCREWS

BRIGHT WIRE GOODS

WROUGHT PIPE AND NIPPLES

BOLTS

BOOT CALKS



*Our stocks are complete, which
enable us to give prompt service.*

SALES OFFICES:

HAMILTON
VICTORIA

MONTREAL
VANCOUVER

TORONTO
ST. JOHN

WINNIPEG
HALIFAX





A Brace That Will Build Up Demand

Nothing but absolute satisfaction and life-long service in this Bit Brace.

These are the qualities that make

MILLERS FALLS BIT BRACE No. 872

a ready seller among experienced mechanics.

You will find no difficulty in proving to your customers that this is the supreme product of the Bit Brace-Maker's skill.

The two forged steel jaws sit in an unbreakable socket made from steel. These jaws have four longitudinal millings, taking a powerful grip for their whole length on any bit, round or taper.

Other important features are the ball-bearing, free-acting head and sweep handle, which greatly increases ease of action, and the patent cup washer, which holds the chuck to sweep without working loose.

The ball-bearing shell with case-hardened hood gives an extra grip.

Through its great superiority to all others, you will find a ready sale for this Millers Falls Bit Brace.

Other Quick Sellers of Millers Falls Make

Your stock should include Hand Drill 1980, Hack Saw 1027, Breast Drill 200, Extension Bit Holder 6, Bench Drill 210, and the Acme Improved Mitre Box—all quick-selling lines that bring satisfaction.

If you have not our catalog, send for it now.

MILLERS FALLS CO., Millers Falls, Mass.

**MILLERS FALLS
TOOLS**



"SUN" Stand Lamp
No. 343.

Over 100 snappy
styles of Fixtures.

"SUN"

Gasoline Lamps are ready sellers and with liberal margin.

Safe, convenient, clean, odorless, economical—satisfactory the world over for years. Truly

"The Sun Outshines Them All"

in SALES as well as
"SUN" light.

"SUN" Brass Blow Pipe
for Plumbers, Painters
and Electricians.

IT LASTS

And Does The Work.

Made of best brass.

Send for Catalog and
Trade Discount.



"SUN" Brass
Blow Pipe is
what they all
want.

SUN LIGHT COMPANY

1525 Market Street, Canton, O., U.S.A.

NEW PURITAN REFRIGERATOR

for
1915

A GOOD, SUBSTANTIAL,
WELL-MADE REFRIGERATOR,
AT A MODERATE PRICE —
MADE ESPECIALLY TO MEET
PRESENT CONDITIONS OF
MONEY SCARCITY.

Description.

Made of hardwood.
Golden finish.
Well insulated.
Perfect circulation.
Removable parts.
Swing base board.
Bronze or Polished
Roman gold trim-
ming.

Fully guaranteed.

WRITE FOR FULL
PARTICULARS.



**THE
SANDERSON-HAROLD
COMPANY, LIMITED**

PARIS, CANADA



WHICH WOULD YOU RATHER?

Buy bakers' factory-made bread at 7c
 or
 Make your own home-made bread from your own recipe, at.. 3c
 And thereby **SAVE ON EVERY LOAF** 4c

A saving of over 100%—surely this is an economic factor worthy of the careful consideration of the greater majority of people at this time of business depression, money stringency, and tariff increases?

And while the consideration of economy is the one that undoubtedly appeals to most, there is also a class of people who place a high value upon hygienic and sanitative methods—fastidious people—who, in obedience to modern principles, demand absolute cleanliness in all matters appertaining to their physical welfare.

Thus on the two strongest counts—ECONOMY and HYGIENE—the interests of all are enlisted in favor of

THE CANUCK BREAD MIXER

MADE IN CANADA BY :

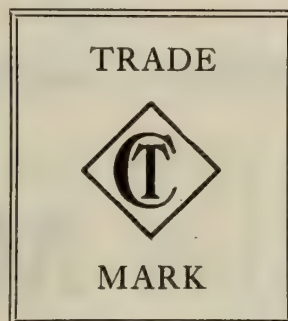
E. T. WRIGHT CO., LIMITED, HAMILTON, CANADA

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.

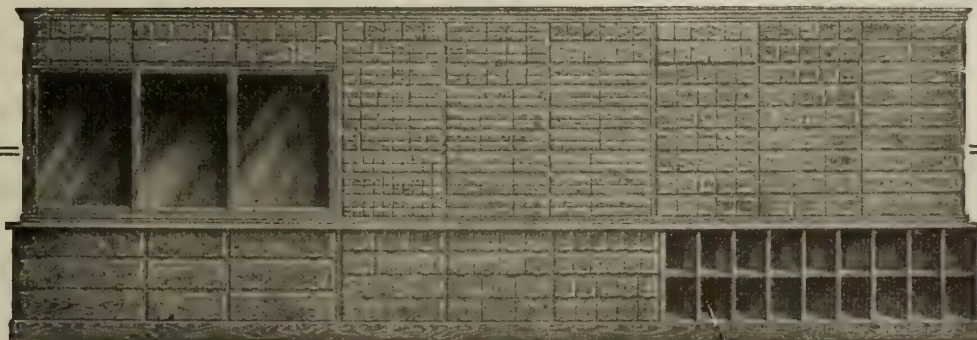


WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - - MONTREAL



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Advise us space you have available for shelf boxes and

CAMERON AND CAMPBELL, TORONTO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

Efficient Files For Every Field

We make more than 4000 different styles of Files. No matter what your customer calls for, you can exactly fill his need with some one pattern of the "Famous Five"

**KEARNEY & FOOT
AMERICAN**

**GREAT WESTERN
ARCADE**

GLOBE

(MADE IN CANADA)

If it isn't on your shelf—it can be shipped AT ONCE from our stock. (It's surprising how much file business you can carry on—with a very small shelf-stock of the "Famous Five.")

Our big factory-stocks are at your disposal. Practically all our orders are shipped the day they're received.

Instead of tying up your capital in big stocks and turning it slowly — you invest but a small amount in the "Famous Five"—and turn it many times each year.

With the "Famous Five" you meet every demand quickly—to the best interests of YOU and your trade.

Our complete catalog shows the range and variety of our lines. "File Philosophy" will give you some new tips on selling more files. Write for FREE COPIES to

NICHOLSON FILE COMPANY, Port Hope, Ontario
Jobbers Everywhere.



**GOOD
VALVES
are
Made in
Canada**

Morrison Brass Valves

have been on the market for over thirty years. Their popularity and reputation as a strictly high-grade article are universally recognized by steam users and the engineering trade throughout the Dominion.

FULL PIPE AREA, all parts substantial in design, and full weight.

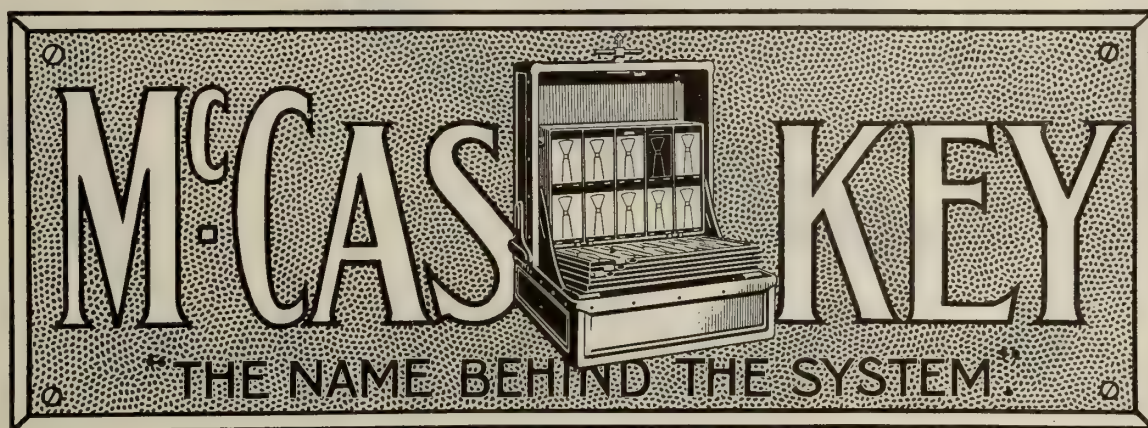
If your requirements are **Globe, Angle or Check Valves**, etc., let us supply you and you'll reap good profit and give a re-order-producing satisfaction.

JOT DOWN A LINE NOW FOR FULL INFORMATION AND PRICES.

**THE
James Morrison Brass Mfg. Co.**

LIMITED

93-97 Adelaide Street West, Toronto, Canada



The Dominion Register Company, Limited

extend to all Merchants and Visitors, who attend the coming Convention, to be held at the KING EDWARD HOTEL, TORONTO, February 24th and 25th, an invitation to visit their new Sales and Show Rooms in the Stevenson Building, 110-112 Church Street, corner of Lombard Street.

SEE OUR NEW 1930 MODEL METAL REGISTER BEFORE YOU GO HOME.

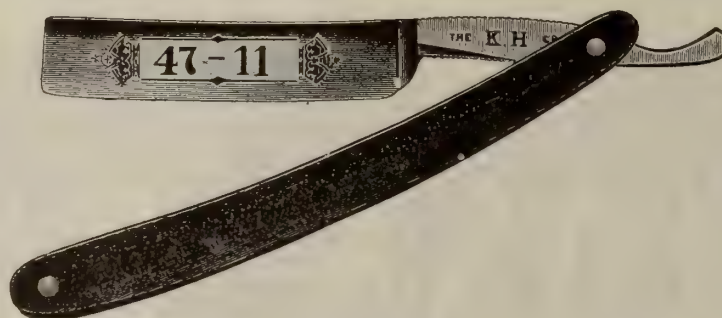
It is fifteen years ahead of the times, so far as accounting systems are concerned. We also have on display the **ORIGINAL McCASKEY SYSTEM** with its many new features worth your while, as well as the Famous "SURETY" Counter Check Book and Single Carbon Sales Pads in all styles, both duplicate and triplicate. We are just three short blocks from the King Edward, and two blocks east through Yonge Street Arcade.

Sales and Show Rooms
Stevenson Building
110-112 Church Street



Dominion Register Co.
LIMITED
Factory and General Offices:
90-98 Ontario Street, Toronto

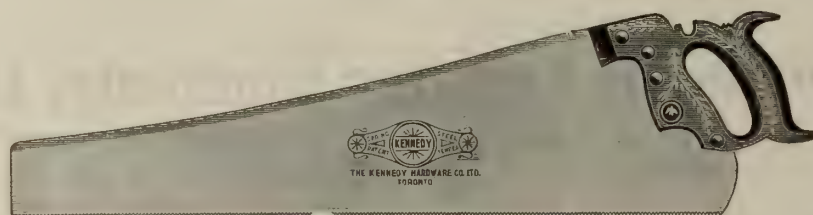
CREATORS OF PROFESSIONAL AND BUSINESS SYSTEMS



Our Famous 47-11 Razor

Blades, $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$ in.

Handles, Black or White.



Kennedy Brand Hand Saw

This saw is intended for the mechanic who appreciates fine tools. For quality and finish it has no superior.

	18	20	22	24	26	RIP. 26
Length, inches	18	20	22	24	26	
Points to inches	9 to 12	9 to 12	9 to 12	8 to 10	6 to 10	4½ to 5½
Per Doz..... List	\$27.00	31.00	34.00	35.00	37.00	37.00

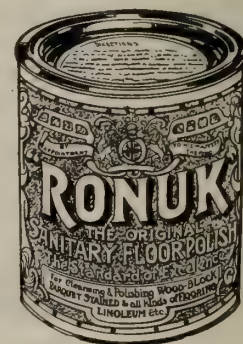
RONUK The English Wax Polish and Cleanser

FOR FLOORS, FURNITURE, LINOLEUM, WOODWORK, ETC.

In 1, 2 and 4 lb. tins. Full weight.

Advertised in the principal papers in Ontario. A quick seller. Attractively packed. Warrants your recommendations.

We extend a cordial invitation to merchants to visit our warehouse when in Toronto attending the Hardware Convention.



The KENNEDY HARDWARE CO.
LIMITED

51-53-55 Colborne Street, Toronto, Ont.

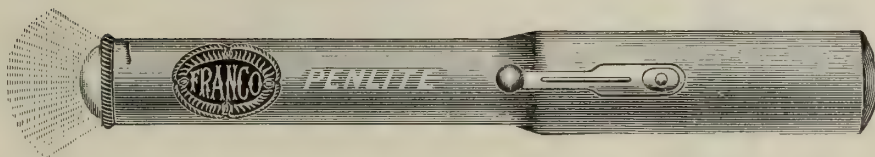


Electric Wireless Flashlights and Specialties Radio-Lens Lamps Radio Batteries

THE LATEST NOVELTY

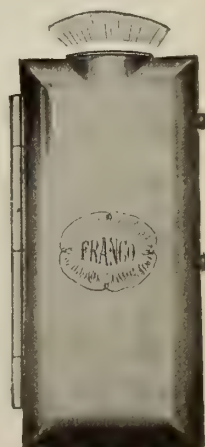


No. 3425—2 cell brass case, heavily nickelplated, highly polished. Metal contact button with patented slide for steady or flashing light. Can be carried in vest pocket with ease.

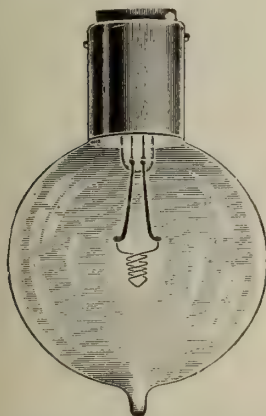


"The Penlite"

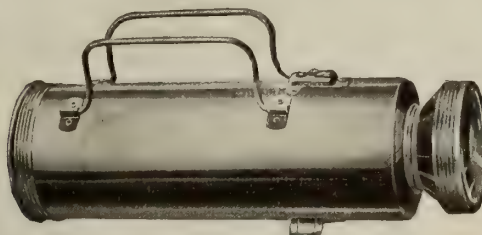
No. 3500—Latest and most attractive flashlight on the market, slightly larger than a fountain pen, with clip for carrying.



No. 3435—2 cell cigarette type, brass case, heavily nickelplated, highly polished, metal contact button and patented safety device for holding battery.



Automobile Lamps. — A complete stock of all voltages, candlepowers, and bases always on hand.

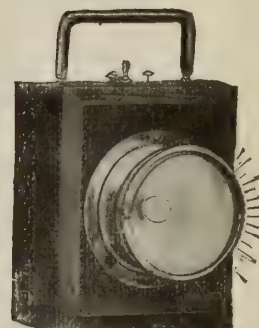


No. 4896—Hand lantern for ordinary six-inch cell. Furnished in black enamel, dull brass or nickel finish.

IN CONNECTION WITH THIS WE WILL NEXT ISSUE
ANNOUNCE OUR NEW

"NITROGEN BATTERY"

Write your Jobber for Catalogue and Prices, or direct to



No. 4860—Hand Lantern, all wood. Throws a powerful light.



Interstate Electric Novelty Co. of Canada

LIMITED

Toronto

220 King Street West

Ontario

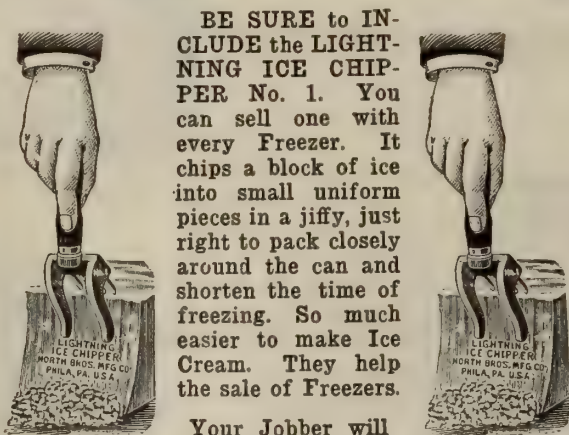




Time to Order FREEZERS

Whether you stock the **LIGHTNING**, **GEM** or **BLIZZARD**, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand—one that brings trade and helps you keep it.

The **BLIZZARD**, being a low-priced Freezer, makes a good running mate with either the **GEM** or **LIGHTNING**. Now is the time to place your order. Shipment can be made any time you specify.



BE SURE to INCLUDE the **LIGHTNING ICE CHIPPER** No. 1. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.

Your Jobber will Supply You.

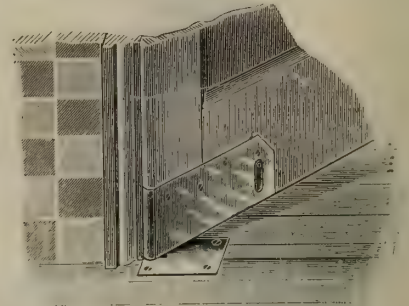
NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

NEWMAN QUALITY

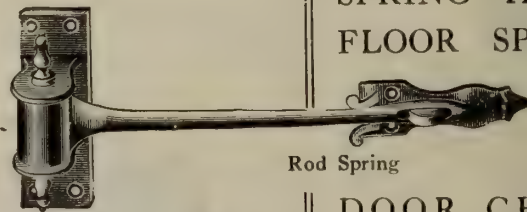
is your guarantee of
good business



Regulating
Spring Hinge.



"ERA" Shoe Door Spring.

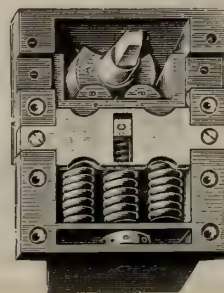


Rod Spring



The "BRITON" Door
Check, and Spring.

"Invincible" Floor
Spring.



SPRING HINGES,
FLOOR SPRINGS,

DOOR CHECKS
AND SPRINGS OF
ALL KINDS.
PANIC BOLTS,
FAN LIGHT,
GEARING, etc.

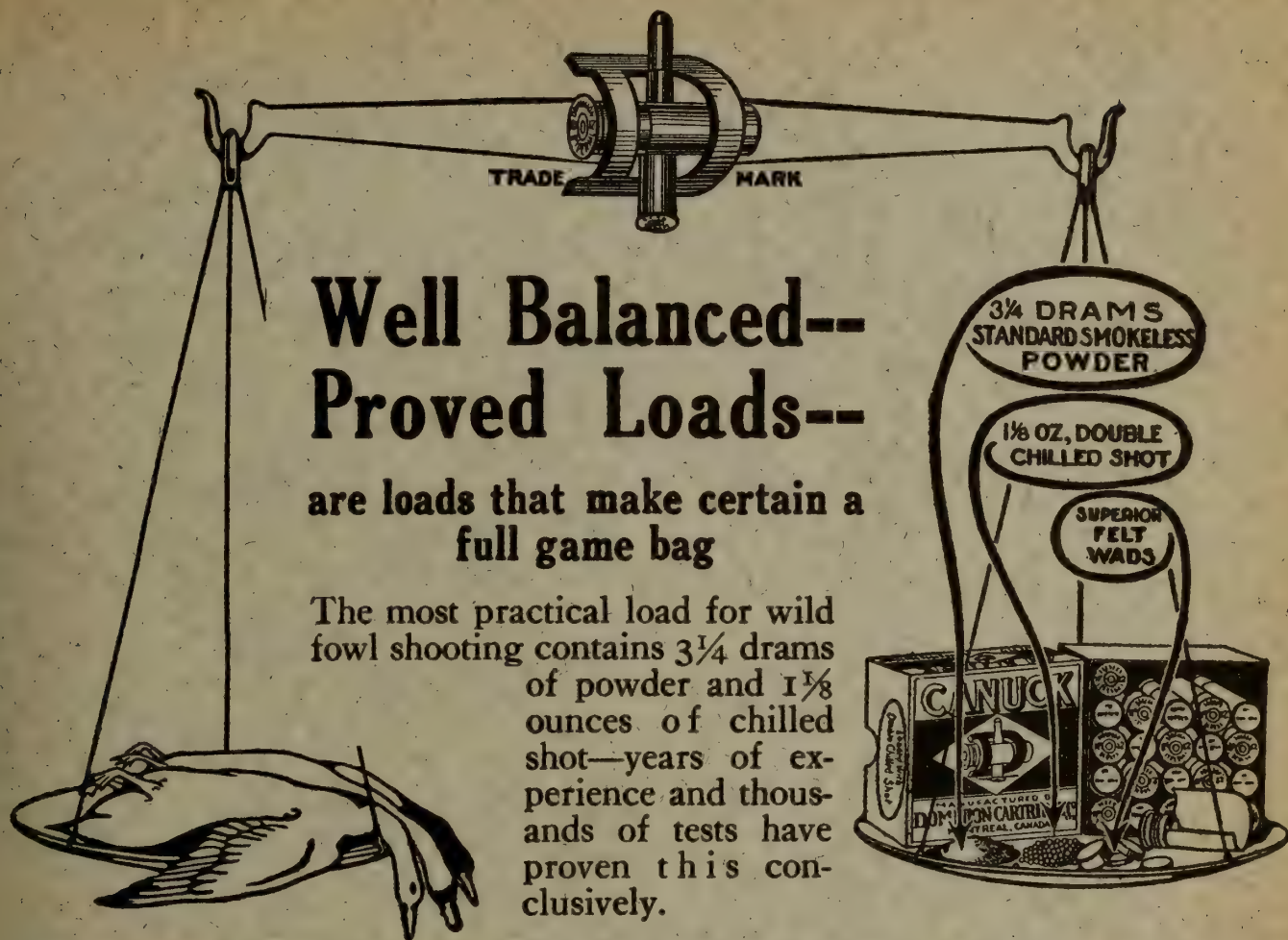
Manufactured by

Wm. Newman & Sons
LIMITED
Birmingham, England

SOLD IN CANADA BY

TEES & PERSE, CALGARY
and
FREDERIC SARA & CO.
326 9th Ave. W., Calgary, Alta.

Write them for price list and
particulars.



Well Balanced-- Proved Loads--

are loads that make certain a
full game bag

The most practical load for wild fowl shooting contains $3\frac{1}{4}$ drams of powder and $1\frac{1}{8}$ ounces of chilled shot—years of experience and thousands of tests have proven this conclusively.

Powder and shot cost money and must give a fair return to be satisfactory — therefore, why take chances of having your judgment criticized by recommending a light load that will not be as effective in filling the game bag?

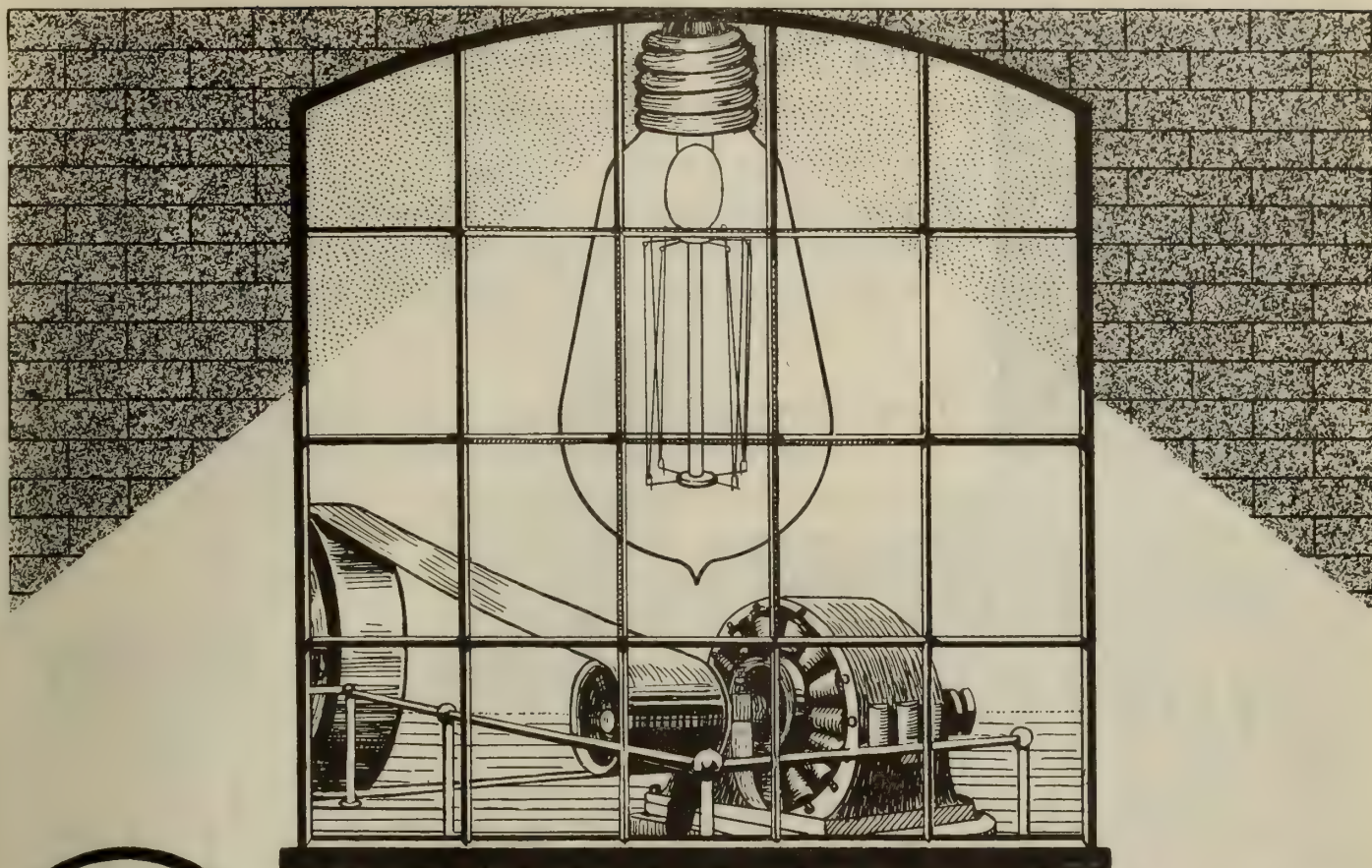
Our shot shells are made not only to sell, but to enable the average shooter to bag

A Bird for Every Shell

Dominion Shot Shells are entirely Made in Canada, but we do not ask you to stock our brands for that reason alone — buy them because they are *full value*—the best made anywhere, at any price, and offer you a comfortable margin of profit.

Our advertising plan for 1915 includes the greatest dealer-help feature ever attempted by an ammunition manufacturer. If you haven't sent in your list—do so at once, it will mean more sales later.

Dominion Cartridge Company, Limited
120 St. James Street, Montreal



SUNBEAM MAZDA LAMPS

(Made in Canada)

Cut Lamp and Lighting Costs Everywhere

They cut lamp costs because they give longer service.

They cut lighting costs because they give the same light as carbon lamps with one-third the electricity.

These are the lamps for highest satisfaction among customers and good profit.

Order from your jobber. If he cannot supply you, write us.

The Canadian Sunbeam Lamp Co., Ltd.

Main Office and Factory, TORONTO. Branch Warehouses, MONTREAL, WINNIPEG, VANCOUVER, CALGARY



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us
It is our Business and we are Specialists
therein. We give you the best there is
in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.



FLY SCREEN WIRECLOTH IN BLACK, BRONZE & GALVANIZED.

**SAFETY
FIRST**

The Season for Fireplace Fix-
tures and Spark Guards is now
on. Have you a supply of
stock sizes?

Inquiries Solicited.

Canada Wire & Iron
Goods Co.
Hamilton, Ont.

See That
**THIS MARK
OF HIGH QUALITY
Is On Every
Roll**



"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following **SPECIAL PRICES**—
Sample order solicited:

Fine Polished Colored Handles

No. 1 Canada, 5 String	- - \$4.50
No. 2 Canada, 4 String	- - \$4.00
No. 3 Canada, 4 String	- - \$3.75

6 Dozen lots and up delivered—Ontario

WALTER WOODS & CO.
Hamilton

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand,
Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware
Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - - - - ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

Across the Counter from You

Men who buy **Starrett Tools**—
Machinists-Carpenters-Engineers
Chauffeurs-Electricians-Etc.



Every Man Is a Possible Customer

Your counter marks a change of view point. You are interested in selling goods of reliable quality for a satisfactory profit. Across the counter from you many men come in the course of a year—all interested in getting value for their money.

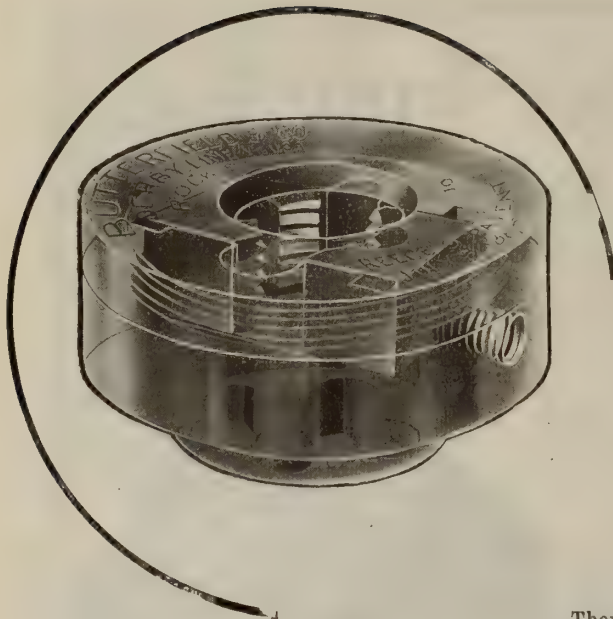
Every one of these men is a possible customer for Starrett Tools. If they are machinists, carpenters or electricians, the fine tools for their trade will appeal to them. They are always interested in new and improved tools. If the men are motorists, amateur mechanics, or home owners they can be interested in scrapers, screwdrivers, ratchet wrenches, etc. Whether you sell to the mechanic or business men,

each Starrett sale is profitable to you and so satisfactory to your customer that he comes back for more tools of the same line, particularly if you give him our catalog to study. The only way to increase your tool business is to keep a full stock. When men want tools, they generally need them at once and if you cannot sell them they go elsewhere. And remember, *every man* is a possible customer for Starrett Tools.

Write for a supply of catalogs No. 20 M.A. to distribute to customers.

The L S. Starrett Co., Athol, Mass.
World's Greatest Toolmakers





Reece's Screw Plates

*show a distinctiveness in service that
opens the mechanic's eyes*

They are adjustable, with all the advantages of a solid die, with none of the disadvantages. It is impossible for dies to loosen and cut cross threads, because the guide is cast solid with and is a part of the collet. They are the only screw plates where the dies are held in a collet that allows the reversing of the dies in the collet for use in a lathe or other machine.

Reece's Screw Plates give an extraordinary service, because they are made of the very best tool steel that money can buy. They fit in well with any kit.

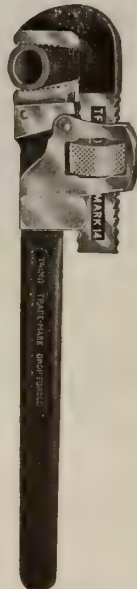
Why not jot down your request for full particulars on the sure sales booster now?

Butterfield & Co., Inc.

ROCK ISLAND, P. Q.

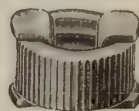
DERBY LINE, VT.

TRIMO A "PIPING" GOOD WRENCH

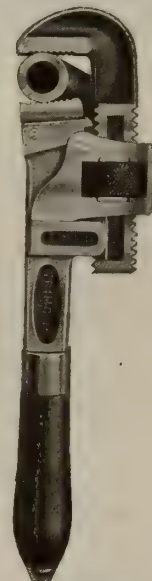


STEEL HANDLE

Trimo Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6", 8", 10", 14" only.



NUT WITH NUT GUARDS



WOOD HANDLE

Send for Catalog No. 150

TRIMONT MANUFACTURING CO., Roxbury (Boston), Mass., U.S.A.



BRANCH HOUSES

THE GURNEY-MASSEY CO LIMITED, MONTREAL
THE GURNEY FOUNDRY CO LIMITED, HAMILTON
THE GURNEY NORTHWEST FOUNDRY CO LIMITED, WINNIPEG
THE GURNEY FOUNDRY CO LIMITED, CALGARY
THE GURNEY FOUNDRY CO LIMITED, VANCOUVER

THE GURNEY FOUNDRY COMPANY

LIMITED

EVERYTHING FOR COOKING & HEATING

TORONTO, CANADA

January 27th., 1915.

MAKE THIS CONVENTION PROFITABLE.

Mr. Hardware Dealer,

Never before since you or ourselves started in the hardware and stove business, has it been more necessary for us to exert every effort that will INCREASE OUR USEFULNESS TO OURSELVES AND OUR COUNTRY.

Co-operation between manufacturer and retailer is more necessary than ever before, and we want to make this a "get together" year. The officers and staff of this Company will be "AT HOME" during this week of the coming Convention in Toronto, not only to our many friends in the Trade, but to everybody of the hardware and stove business.

You all know that the handling of "Made in Canada" goods, Stoves for instance, is one of the surest ways to do this, and we as manufacturers are prepared to offer you inducements, so that it will not only be the right thing to do, but the profitable one.

We have several new lines for 1915 to show you. We will not have any opportunity of exhibiting them to you excepting at our Showrooms, 500 King St. W. Toronto, and therefore look forward to a visit from you.

Yours truly,

THE GURNEY FOUNDRY Co. Limited



It frequently happens that Sherwin-Williams—

agents land a big, profitable order because they are able to fill the customers' requirements without holding up the job and keeping the painters idle.

All rush orders received before noon by S-W warehouses are shipped the same day. Profit from this service by wiring or mailing your rush orders to the nearest Sherwin-Williams warehouse.

SHERWIN-WILLIAMS PAINTS & VARNISHES

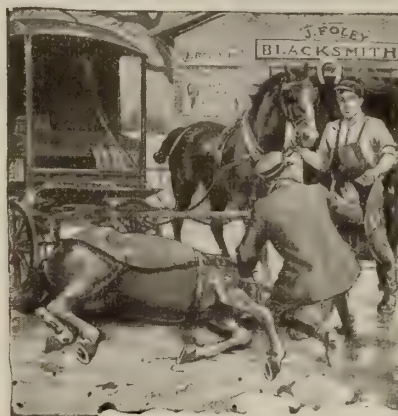
A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg,
Calgary, Vancouver, Halifax, N.S., London, Eng.



Slippery Roads are a "Good Thing"
for those who sell

**NEVERSLIP
RED TIP CALKS
AND SHOES**



No. 1



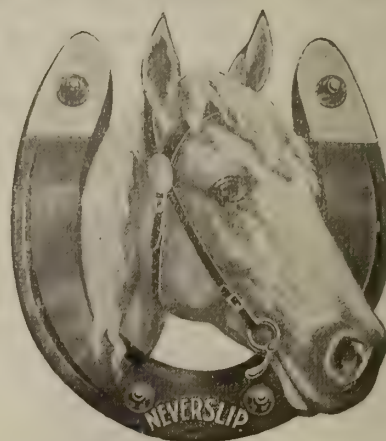
No. 4



No. 5



Keystone



Write for our booklet "T." It will give you the reasons why the adjustable calk is more efficient and cheaper, safer and better than the old-fashioned method.

Big money can be made of this modern method of winter sharpening.

THIS IS YOUR GOLDEN
OPPORTUNITY.

The Neverslip Manufacturing Company
U.S. Factory: New Brunswick, N. J.

Canadian Factory and Office:

559 PIUS IX AVENUE,

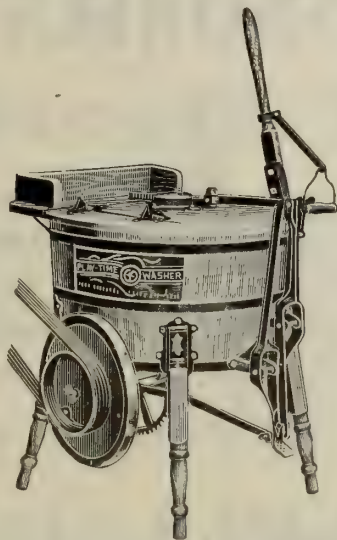
MONTREAL

Do any of your Customers use Gas, Gasoline, Steam Engine, Electric or Wind-mill power? If they do don't overlook the sale of this machine.

The Playtime

is a great hand washer and requires no extra fittings to convert it into a power machine. The gearing is all beneath the tub and no shifting of a belt is necessary to open or close the cover.

Makes a big hit with the farmers.



Cummer-Dowswell Limited
HAMILTON, ONT.
MAKERS

Boost Goods made in Canada
Keep Canadian Labor employed
You can help by insisting on
having

Still's Handles

in your next handle order. You will find them superior in quality and finish.

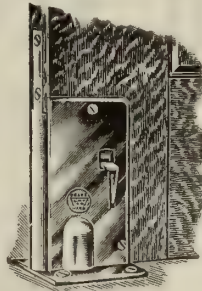
WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO, CANADA

CHICAGO SPRING BUTTS

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK



High Quality TOOLS

that you'll find
very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

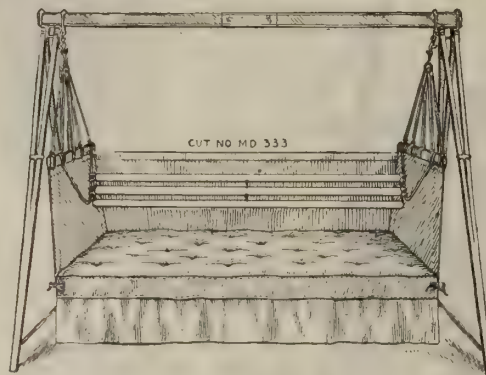
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.



THE PALMER'S PATENTED HAMMOCKS, COUCH HAMMOCKS AND ACCESSORIES

New York Office:
55 Worth St.

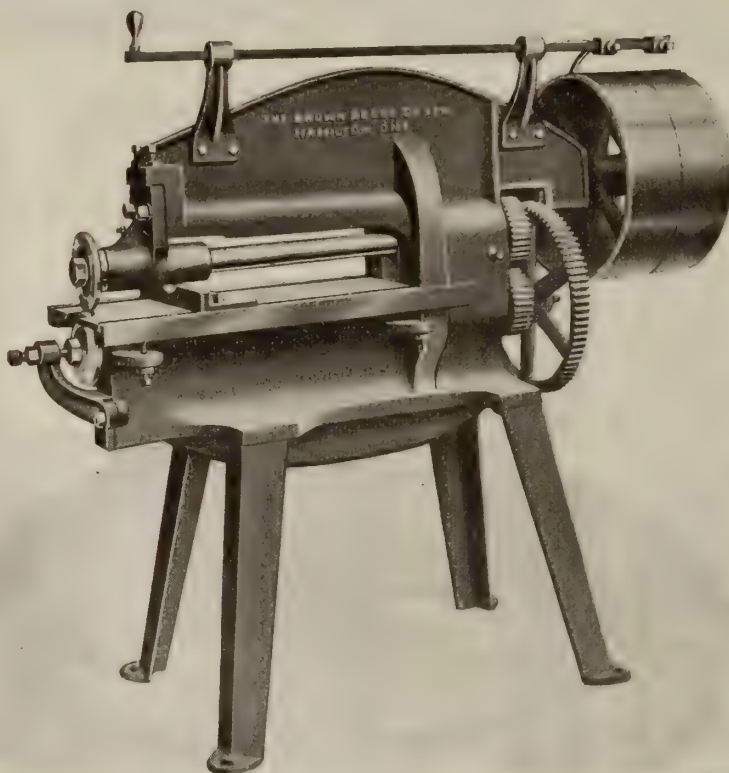


Canadian Office:
200 McGill St., Montreal
R. N. Scott, Representative
Write for Catalogs and
Price List.

THE I. E. PALMER CO.

ARAWANA MILLS

MIDDLETOWN, CONN., U. S. A.



No. 1 Power Slitting Shears

Decrease your operating
expenses by installing tools
embracing the necessary
essentials.

Correct Design
Best Material
Perfect Workmanship

Our product is the result of 40
years' manufacturing experience,
and is a guarantee of satisfaction.

This is the TIME to figure on
IMPROVED METHODS for pro-
ducing your work. Let us figure
on your next installation.

We will help you make a SUC-
CESS of it.

"Service is our Watchword."

THE BROWN, BOGGS CO., LTD.
HAMILTON, CAN.

Tinsmith Tools, Sheet Metal Workers' Tools,
Power Presses, Dies, Etc.

Western Representatives: Messrs. Bissett & Loucks,
Winnipeg and Edmonton



BUY OUR Die-Stamped Trough

No prick-marks to solder up, and every length absolutely identical. It's a genuine pleasure to work with this trough. Note end views.

Our trough joints look as though "they just grew together."

FULL LINE OF CONDUCTOR PIPE AND SUNDRIES

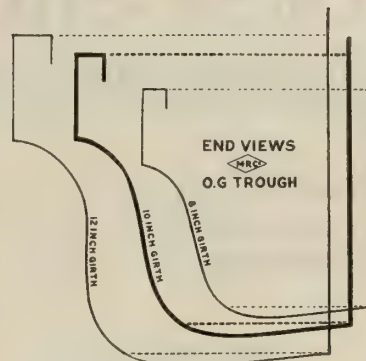
THE METALLIC ROOFING COMPANY, LIMITED

Manufacturers

TORONTO

and

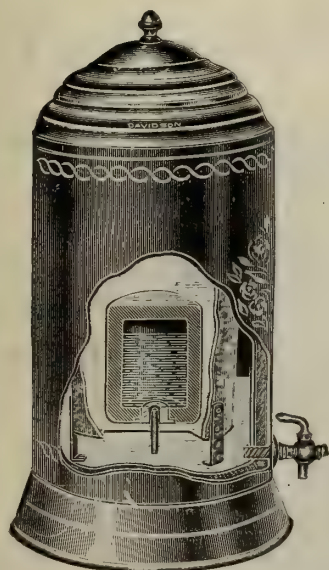
WINNIPEG



END VIEWS

Back being slightly higher than front, forces all water to leave by front, and sloping bottom forms a drip to prevent it running back to fascia board. Drip from leaks at joints also falls clear of fascia. Sloping bottom throws all water to one point, facilitating drainage under scant fall and preventing rotting.

Davidson's Water Coolers



Cut Illustrates Water Cooler and Filter

Japanned in beautiful and standing colors: Blue, Green or French Grey, and attractively ornamented, with Nickel-Plated Faucet.

Made in 6 sizes, 2, 3, 4, 6, 10 and 15 gallons.

Water Coolers and Filters

made in 4 sizes, 3, 4, 6, and 10 gallons. Can also be supplied with extra carbon for filter.

Each Cooler being packed in a separate case, ensures delivery in perfect condition.

WRITE FOR PRICES.

The Thos. Davidson Mfg. Co., Limited

Toronto

Montreal

Winnipeg

HORSE-SHOE BRAND WRINGERS

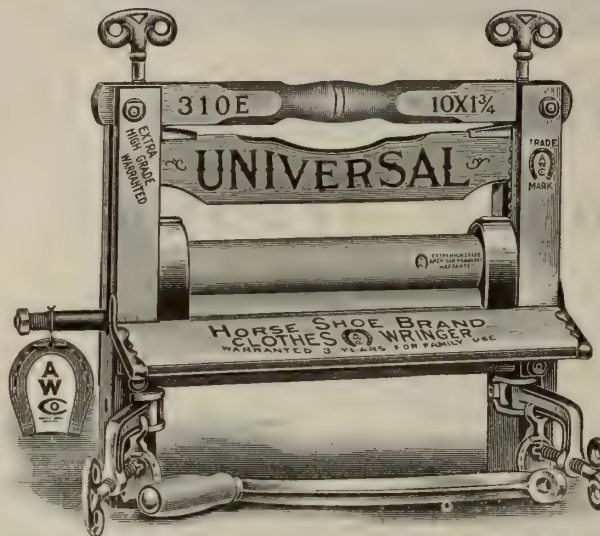
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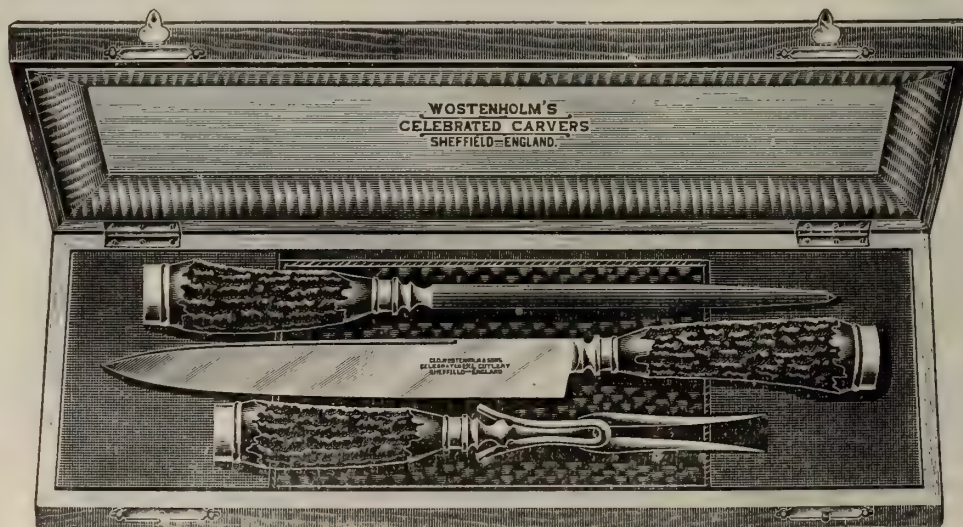
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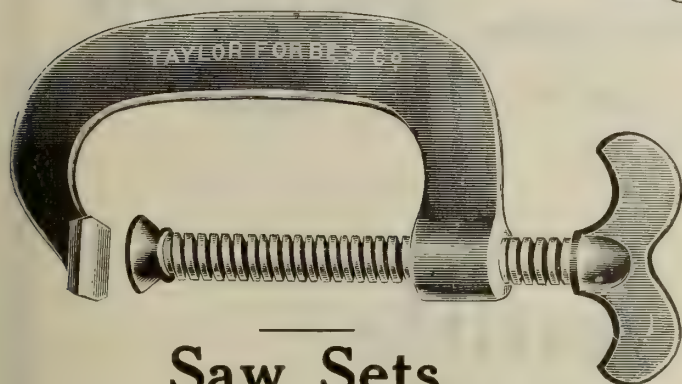
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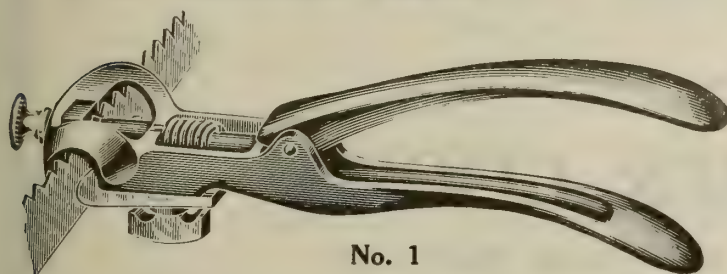
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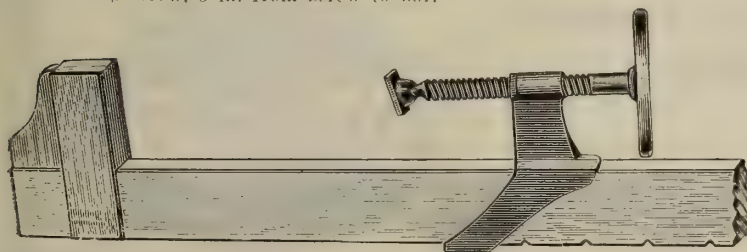
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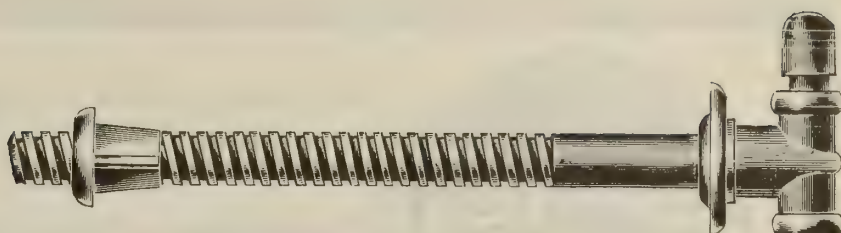
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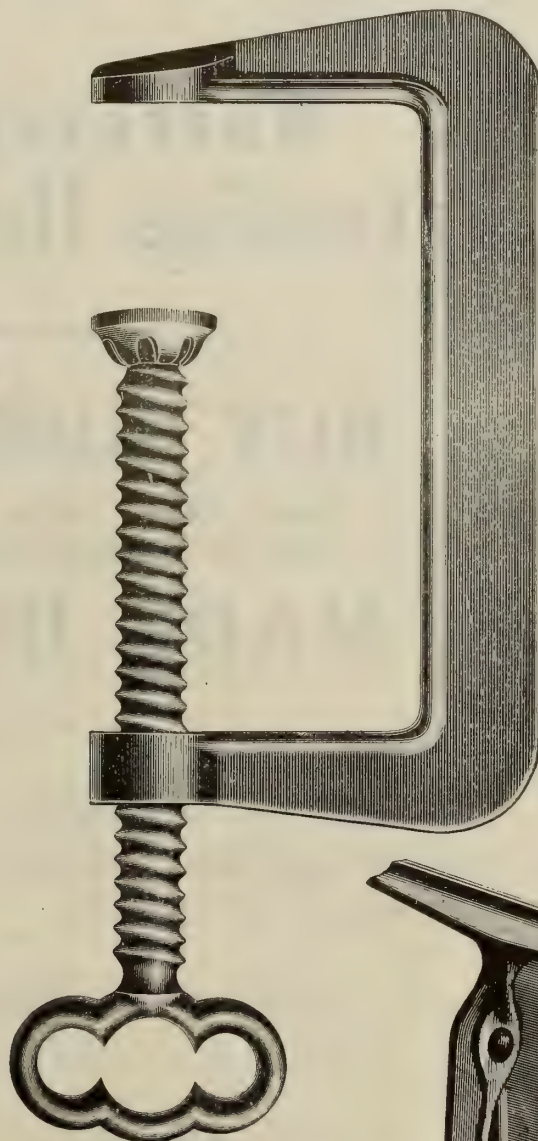
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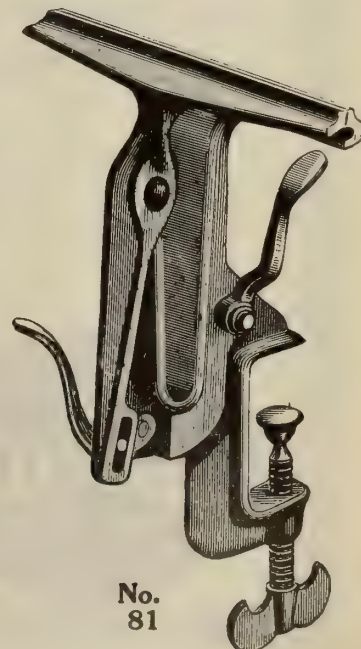


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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, FEBRUARY 20, 1915.

No. 8

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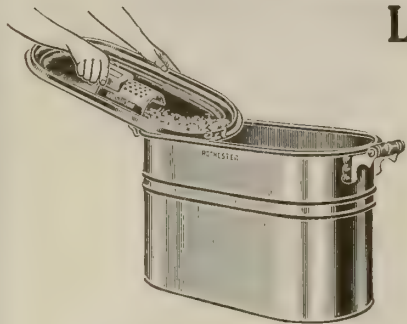
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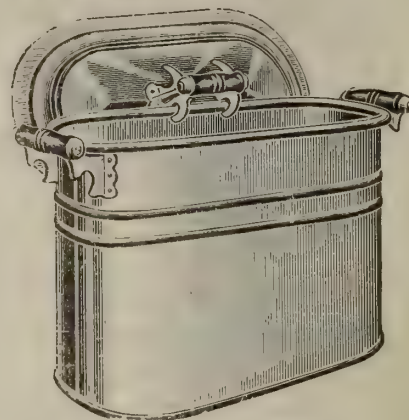
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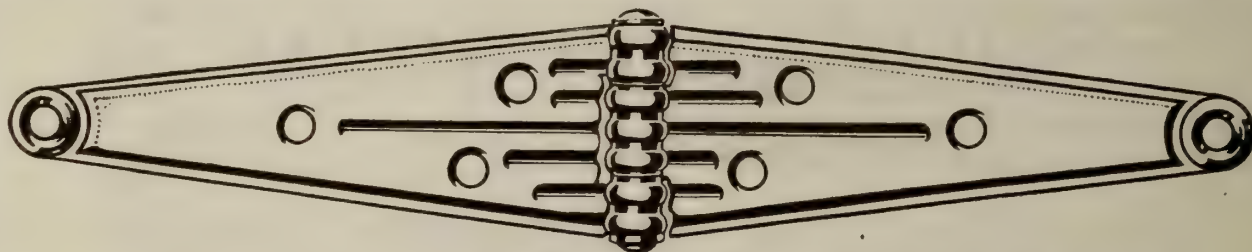
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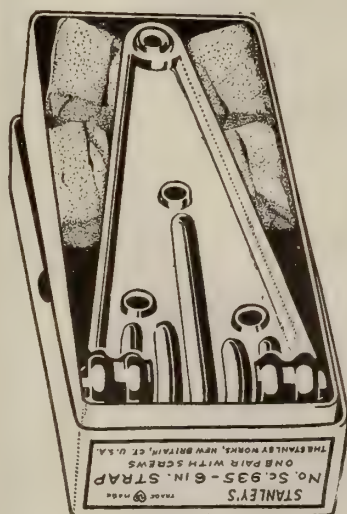
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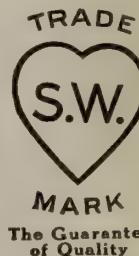


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HARDWARE^{AND} METAL

Vol. XXVII.

FEBRUARY 20, 1915

No. 8

Hardware

*Hon. T. White's Budget
ware Trade — Some
Anticipation—How*

Trade and the Tariff

*Provides for Many Changes That Will Affect Hard-
Tariff Changes Not Unexpected—Buying in
Tariff Will Affect the Paint Trade.*



THE radical changes provided for in the budget speech of Hon. T. W. White, Canadian Finance Minister, have resulted in many changes in quotations on hardware lines. With an increase of $7\frac{1}{2}$ per cent. in the general, and 5 per cent. in the British preferential tariff and the abolishment of the free list, save for certain specified articles it can be easily seen that the effects as far as the hardware and metal trades are concerned would be very wide in their scope. Many jobbing firms have already put into effect advanced prices on American and English goods while many Canadian manufacturers have found it necessary to advance prices of their products owing to the abolishment of the free list and the duty now in effect on raw materials.

That there would be an increase in the

general tariff was not unexpected at least in hardware trade circles. In the issue of *Hardware and Metal* of January 16, the following editorial, in part, appeared under the heading "Changes in the Tariff:—

"There is a disturbing sense of expectancy in hardware trade circles over rumors which are circulating regarding proposed changes in the Tariff. It is well known that, owing to the unprecedented situation created by the war, steps have to be taken to increase the country's revenue. Just what method will be adopted is the cause of much speculation, and some uneasiness. Proposed tariff changes are usually closely guarded by the Finance Minister and only on a few occasions has advance information been allowed to leak out. Fortunes have been made and lost in speculating on the

tariff. It is rather significant that a great many Canadian wholesale firms in booking orders for foreign-made goods for spring or future delivery are stipulating "Subject to Tariff Changes." It is also hinted that some firms are buying in anticipation of a general advance in the tariff. There is gossip to the effect that there will be a general advance of 5 per cent. or 10 per cent. on the present tariff and that practically all lines will be affected. This of course is only gossip, but there is a possibility that action of this nature is under consideration. This would undoubtedly be the easiest and quickest way of meeting the unprecedented situation, but would it be the best? We believe that the question which is indeed a momentous one should be carefully considered from all angles and that the conditions of our

Canadian industries should be carefully studied."

It is known that a great many wholesale firms have been buying heavily during the past month and having goods shipped at once in anticipation of changes in the tariff.

Some surprise was expressed when it became known that there would be a tax on metals including tin, copper, spelter and lead which formerly were free entering Canada, but which are now dutiable at 7½ per cent.

Changes went into effect the day after the delivery of the budget speech and collectors of customs throughout Canada were notified by wire on Feb. 11, to put into effect the new tariff changes.

Hon. Mr. White estimates the total expenditures during the coming year at over \$300,000,000, including the estimated war expenditure of \$100,000,000. He proposes to borrow the whole of the latter amount. On the present basis the revenue would yield only \$120,000,000. The new tariff and the taxes will meet only part of the deficit.

Exemptions From Tariff Increase.

The list of items in the tariff schedules or in the former free list which are exempt from the general tariff increase announced by the Finance Minister is as follows: Fish from Newfoundland, animals for the improvement of stock, cocoa and chocolate products, tea, salt for the fisheries, Indian corn except for distillation purposes, wheat, wheat flour, sweetened biscuits, squid, oysters, seed and breeding, fish and fish eggs for propagating purposes, sugar, tobacco, wines from South Africa, books (printed), newspapers and magazines, news printing paper, matrix paper, nicotine sulphate, ores of metals, bells for churches, gold and silver coin and gold and silver ingots, blocks, bars, drops, etc., type-setting and typesetting machines, newspaper printing presses, mowers, binders, harvesters and reapers, traction ditching machines, surgical and dental instruments, material for ships, binder twine, articles for the manufacture of binder twine, fish hooks, lines, twines and nets for the fisheries, artificial limbs, artificial teeth not mounted, articles specified in

HARDWARE PRICES.

As a result of tariff changes quotations in many hardware lines have been temporarily withdrawn. On some lines advanced prices have already gone into effect. Metals such as tin, copper, lead, spelter, antimony which were formerly on the free list are now dutiable. All lines (with a few exceptions) formerly on the free list are now dutiable and the result will be that Canadian manufacturers of certain hardware lines will find it necessary to advance prices. Practically all metal products are affected and barbed wire, nails, chain, galvanized sheets, Canada and terne plates, copper ware, tinware, galvanized wares, iron and lead pipe, anvils have already been advanced. An advance of 10 per cent has taken place in the price of galvanized goods. This particular advance was justified largely by the scarcity and recent high price of spelter.

TARIFF AND PAINT.

The indications are, that for the time being at least, the paint manufacturers will act as buffers between the higher cost of raw materials and the hardware trade and likewise the consumer. This is due to two factors. In the first place the makers were expecting tariff changes somewhat along the line of what took place and were therefore prepared; in the second place stocks are in shape for the spring business and travelers are on the road—it would not be fair, so some manufacturers claim, to make an advance before the trade in general had an equal opportunity to buy. Above this is the natural inclination of the manufacturers to maintain steady prices on a weak consuming market.

Manufacturers predict that when present stocks have moved out, the effect of the tariff, following on the other higher costs for which the war has been responsible, a general increase will be in order; this opinion leads to the idea that new prices would be made about the first of May. However, this is largely speculation, for the conditions have not had an opportunity to adjust themselves and there is some talk of immediate action, although it is felt that this would be unfair to the trade. A suggestion is that the advance be made to apply to those who have had an opportunity to order but it is difficult to see that such a course would be feasible.

Although the general advance in the tariff was expected in the trade, there are some features which came as a surprise and as yet there has been little opportunity to look over the whole field. The new tariff not only is in the form of an increase but it applies to the free list as well. Certain very important raw materials will feel the increase and show materially higher costs to the importer. Lead has already been advanced 25c and turpentine is up three cents, while zinc, gums, benzine and China wood oil are among the other ingredients likewise affected. Similarly, imported colors and chemicals will be further increased.

BENEFITS TO CANADIAN MAKERS.

While the tariff represents higher costs on a market which has not been strong, there are certain favorable features so far as Canadian makers are concerned. Some raw materials are higher but at the same time the same increase applies to imported paints. Canadian manufacturers have the advantage of not having to pay the increase on Canadian raw materials or on the cost of manufacture which is an important factor for the foreign competitor.

From the standpoint of the trade, the tariff changes should further strengthen the market and remove hesitancy as to placing orders. But, of course, here judgment must be exercised as to the extent of the demand. The present prices are almost certain to be advanced if the prevailing conditions continue and so long as the war lasts there appears no possible chance of a decline. Since the war broke linseed oil has been advancing rapidly, white lead has made several advances, turpentine now takes a sharp increase while, the great majority of other "raw" commodities which are imported have either been affected by tariff advances, higher freights or interference with shipments from the source of supply.

tariff for schools, hospitals and charitable objects, settlers' effects. The customs duties on the above remain unchanged.

Only five specific agricultural implements are exempt from increase in duty, viz.: reapers, binders, mowers, harvesters and ditching machines. All others are subject to the 7½ per cent. increase, which means an average increase from 20 to 27½ per cent. on ploughs, cultivators, harrows, discs, threshing machines, wagons, etc.

The increase of revenue anticipated from these changes is from \$20,000,000 to \$25,000,000.

Banks, Insurance, Etc.

Special war taxes are imposed upon banks, insurance companies, railways, cable and telegraph companies, and patent medicines.

On bank note circulation there is to be a tax of 1 per cent., and on trust and loan companies a tax of 1 per cent. on the gross income. Insurance companies, except life and marine concerns, will pay 1 per cent. of net premiums.

All cable and telegraph messages will pay a tax of one cent each, while from all railway and steamship tickets the Government will collect five cents from each where the ticket costs up to \$5, and five cents for each additional \$5 of cost. On parlor car seats and sleeping car berths there will be a tax of 10 cents each.

A tax of \$1 is levied on steamship tickets costing up to \$10 to all points other than in Canada or the West Indies; \$3 for berths costing up to \$30, and \$5 for berths over that amount.

Postage Goes Up.

There will be a stamp tax of two cents upon commercial paper, such as receipts, cheques, transfer and business agreements, as well as on express and money orders. Every letter and postcard will bear a one cent war stamp, bills of lading a two cent stamp and postal notes one cent; patent medicines will pay a tax of one cent for each ten cents of cost.

Upon non-sparkling wines there will be a tax of five cents per quart; upon champagne, 25 cents per pint.

By reason of the trade conventions with the British West Indies and France, the increased duties do not apply to silk fabrics, velvets, ribbons and embroideries.

Manufacturers' Privileges.

Manufacturers, while having to pay increased duty on their imported raw materials, still have the privileges of the drawback on all exported products manufactured from such raw materials. In other words, the manufacturers will apparently be able to control prices and sales in the home market, while still having the benefit of foreign markets without bearing their cost of the increased duties.

Tariff Taxation.

In announcing the new tariff taxation Mr. White said in part as follows:—

"As our main revenue measures we

propose with certain exceptions (numerous exceptions, I may say), a general horizontal increase in the customs duties upon all goods and commodities imported into or taken out of bonded warehouses in Canada. The list includes all articles hitherto dutiable or on the free list, and whether raw material or finished or partly-finished product. The increase we propose is seven and a half per cent. ad valorem to the general and intermediate tariffs and five per cent. ad valorem to the British preferential. In the case of iron ore, for reasons I shall give in committee, the added duty is specific and not ad valorem. In determining the list of exceptions, regard has been had to our trade conventions with France and the obligations of our agreement with certain of the British West India colonies. By reason of the convention with France the increased customs duties will not apply to silk fabrics, velvets, ribbons, embroideries and certain other goods. The exceptions to the tariff increases I have mentioned include wheat, flour, tea, anthracite coal, fish from Newfoundland, salt for curing fish, lines, twines, nets and hooks for the fisheries, reapers, mowers, binders, harvesters, binder-twine, traction ditching machines, sugar, tobacco (dealt with in August), news-printing paper, newspaper printing presses, typesetting and typesetting machines and a number of other items of lesser consequence. The tariff



HON. T. W. WHITE. Minister of Finance.

GENERAL TARIFF CHANGES.

So far as the hardware trade is concerned, the increases in the tariff announced from Ottawa in the budget of Hon. W. T. White last week, appear to have been accepted in the spirit of a necessary burden as a share of national responsibility. Despite the advances which have been made and the many others which are to be made as soon as adjustments can be estimated, there has been no abnormal rush of buying on the part of retailers; the attitude appears to be that increases can be adjusted to the public and that the situation is not sufficiently assured to encourage heavy stocking.

There can be no doubt that immediate buying is good buying in many lines. The nature of the tariff obligations is such that practically every line of goods must be more or less affected, either by a direct tax on the goods themselves when imported or a tax on the raw materials brought in by the manufacturers. This is the natural effect on metals and metal products which are practically all subject to import duties now whether they were before or not.

When and how the extent of the changes will depend upon a number of factors. A number of very important advances have already been made; others are in consideration and will be made within a few days while others will depend upon the ability of wholesalers and manufacturers to absorb the increase. In explanation of this latter statement it may be said that the trade is not desirous of advancing prices on the present demand and therefore stocks on hand on the shelves of warehouses and raw material held by manufacturers will be an important influence. This is already to be seen in the fact that some metals subject to the tariff increase have not yet been advanced to the trade which is, no doubt, due to the tendency to hold prices down on cheap stocks in hand. This, of course, applies in only a few cases.

In many instances the tariff advance was the advance or perhaps it would be better to say the bale of straws that broke the camel's back so far as the trade was concerned. Since the war began there have been many increased costs to face owing to supplies of goods and raw materials being cut off and increased costs of transportation and these have been accepted in many instances without increasing the prices to the consumer and the retailer owing to the smaller demand and now the call of the Government of an additional 5 to 7½ per cent. has forced a readjustment, and this readjustment, therefore, must be on broad lines in many instances.

upon the articles exempted from the increased duties will remain as at present. So far as concerns the duty upon raw materials it is to be pointed out that in accordance with regulations made under the provisions of the Customs Act manufacturers are entitled to a drawback of 99 per cent. upon all duties paid upon imported materials used, wrought into or attached to articles manufactured in Canada and exported therefrom. In addition to making the increases mentioned for the purpose of increasing revenue, we propose to alter the existing tariff by adding squid and nicotine sulphate to the free list. Squid is used as a bait by the fishermen while nicotine sulphate is a spraying material used by fruit-growers for destroying insect pests. These two items have for some time past been noted for change.

"The revenue obtained from the present tariff changes will be separately shown in the Trade and Navigation returns of the Department of Customs. By this we shall know the precise amount collected through the Customs under the provisions of the War Revenue Act.

"Upon the basis of importations for the current year and having regard to conditions which I have described as likely to prevail during the coming year we expect to realize from our proposed customs tariff legislation from twenty to twenty-five million dollars.

"These, Mr. Speaker, are the proposals of the Government, having as

their object the raising of additional revenue rendered necessary by the war and our participation therein as a belligerent. We are not unmindful that they will entail a considerable financial burden upon the community. We believe, however, that to adopt measures less comprehensive in their scope would be but to temporize with a situation with which it is our duty to adequately cope. That the people will cheerfully respond to the demands made upon their patriotism goes without saying. At the outbreak of the war it would have been premature to have brought forward measures which to-day have been long foreseen by public opinion to be necessary and indeed inevitable. It would also have been most inopportune and inexpedient by reason of the profound dislocation and disorganization of business caused by the war and the shock to financial stability which the Dominion was so suddenly called upon to withstand.

We believe the tariff increases which we propose will be not only effectual in producing greater revenue but will be strongly efficacious in stimulating Canadian industry and agriculture and in relieving unemployment."

In concluding his speech, Mr. White referred to the future outlook as follows:—

"In conclusion it may be fitting that I should say something as to general economic conditions actual and prospective. On the whole, having regard to the vast dislocation of finance and commerce occasioned by the war, the Dominion has withstood the shock exceedingly well. When we consider the immense distance we have traversed since August last in improved tone, confidence and commercial and financial outlook there is abundant cause for gratification and thankfulness. Readjustment has necessarily been a painful process for many of our industries, but it must be considered as having proceeded and as proceeding satisfactorily. The consequences of the interruption of our borrowings abroad for purposes to which I have alluded in the course of my remarks have been shown in a slackening of activity in many trades. On the other hand production in various lines has been greatly quickened and stimulated by orders on a very large scale for clothing, munitions and other equipment and material placed in Canada. Not only by the Canadian Government, but by Britain and her allies as well. Expenditure for supplies of this character must appreciably assist in countering the adverse factors of which I have spoken. It will also exert a most favorable influence upon the important problem of international exchange with which is involved the question of gold export.

TAX ON CHEQUES, ETC.

Hardware and Metal has had a number of enquiries regarding the proposed tax on cheques and for the benefit of readers who may be in doubt as to the provisions respecting cheques the following resolutions of Hon. Mr. White are published herewith:

8. *That no person shall issue a cheque payable at or by a bank and no person shall negotiate a bill of exchange through a bank or deliver a bill of exchange to a bank for collection unless he affixes thereto a stamp of the value of two cents; that a cheque or other bill of exchange made or drawn out of Canada in the possession of a bank in Canada shall before payment or presentation for payment have affixed thereto a stamp of the value of two cents, and the value of the stamp shall be chargeable to the person entitled to the proceeds of the cheque or bill;*

9. *That every customer of a bank shall affix to a receipt for money paid to him by the bank and chargeable against a deposit to his credit in the bank a stamp of the value of two cents;*

10. *That every express company carrying on business in Canada shall, before the issue of a money order or traveler's cheque, affix thereto a stamp of the value of two cents, chargeable to the purchaser of the order or cheque or to the payee thereof;*

11. *That no money order or postal note shall be issued under the provisions of the Post Office Act until there is affixed thereto a postage stamp of the value of two cents and one cent, respectively, to be paid for by the purchaser of the order or postal note, and upon such stamp there may be printed or impressed the words "war tax."*

"It is apparent that throughout the Dominion strong efforts have been and will continue to be made to increase production. The enhanced prices of grain and other products will be a great inducement to exceptional exertion along this line. The returns as to fall ploughing and general condition of land are most favorable for a record crop production next year. The intervening period we shall bridge successfully in proportion to the courage and energy displayed by our citizens in their several callings. During wartime it is the duty as well as the interest of all to multiply effort, to increase to the utmost their production, in order that wastage may be repaired and the nation kept strong for the struggle. Our farmers, tradesmen, keenly study their problems and expand wherever possible, the scope of their enterprise.

While one hesitates to attempt a forecast in conditions so variable and subject to sudden and violent change it would appear that accumulation of funds with accompanying easier interest rates and increasing confidence on the part of investors will result in a gradual resumption of the sale abroad and at home of securities for needed expenditures on the part of our provinces, municipalities, railways and industries. Such expenditures, even on a greatly reduced scale, together with war outlays in Canada should go a long way towards the restoration of such of our trade and industry as have suffered from the effects of the war. Above all will our commercial improvement and for that matter commercial improvement throughout the world, follow upon the continuing success of the allies. With such continuance legitimate business throughout the world must improve during the remaining period of the war. Should the progress of that success be interrupted international trade and commerce must receive a further setback.

"To put it another way: If the exchanges of the world were in operation as before the war any notable success on the part of the allies would cause securities everywhere to rise; with any notable success on the part of the enemy they would fall. Happily, we have no cause to be apprehensive as to the continued favorable progress and ultimate triumph of the arms of the Empire and her allies. So far as any war can be said to go well we have every reason to make the statement as to this the most terrible of all wars. As to its duration it would be idle to hazard even a guess. But one thing is certain that be it long or be it short, the Empire and every part of it is determined that its conclusion must be upon such terms that the ensuing peace will be not a transient truce, not an armed and arming armistice, but a real and lasting settlement with securities amply guaranteeing the world against a recrudescence of the militarist ambition, the aggrandising spirit, the greed of possession, the lust of conquest, which have brought about almost a subversion of our civilization."



GLASS SAND.

A Large Deposit Found Near Medicine Hat.

The secretary of the Board of Trade, Medicine Hat, S. E. McClellan, says that a deposit of sand estimated at 7,000,000 tons, suitable for making all kinds of window glass, has been located in the mountains to the west of Medicine Hat, and the Kelso Testing Laboratory report on their analysis of it shows it to be 98.98 per cent. silica.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Why M. O. Houses Grow—The Adventurous.

Why Mail Order Houses Grow.

From American Artisan.

The report of the 1914 business of Sears, Roebuck & Company which has just been published shows that the gross sales for the year were over \$100,000,000 and that the year's surplus will amount to about \$6,000,000 which will give the Company a total surplus of approximately \$23,000,000, over and above the seven per cent. dividend which is paid on \$50,000,000 capital.

Only one month shows a loss, as compared with 1913, and that was a very immaterial one.

In view of all that has been said about the hard times and poor business it is, therefore, very interesting to know that not only has this big mail order house increased its sales over five per cent. during the past year, but also managed to pick up a small item like \$8,500,000 in profit.

How many retail hardware stores increased their sales during 1914 by five per cent. and realized a net profit on their total business of eight per cent?

There is only one explanation of the continued growth of this mail order house, and of others equally well managed, and this explanation is not found in their superior buying ability: **It is found in the fact that day after day, week after week, month after month, this concern has kept on and keeps on seeking business.**

No matter how cheaply Sears, Roebuck & Company might have bought merchandise during the past year—if they had not kept on advertising and seeking business in every community, on every line of merchandise that they handled, from every sort of people, their sales would not have been as large as they are.

This mail order house has only one method of getting business: **Advertising—only one kind of advertising.**

They use no trading stamp schemes, they have no piano contests; they give no donkeys away, they have no popular lady voting competitions—straight merchandising advertisements are their only means of securing business.

But they use that means, and many a home in your community receives more advertising material from one of these mail order houses than from all the retailers in your town.

So long as the average retailer refuses to admit the value to himself of persistent, consistent and continuous merchandising advertisements—just so long will the mail order house continue to gain in business from people in his community.

The Life Adventurous.

By "Vulcan," in The Ironmonger.

I am afraid that a large number of Territorials, after the open-air life they have been leading, will find it hard to settle down again to their old office stool or counter. They will, in many cases, emigrate to the Colonies and take up farming or some other outdoor occupation—something more spacious and adventurous than "Yes, sir, those invoices are just ready, sir," or "And the next article, madam?" They will be infected with the spirit of Kipling's Chant Pagan, and who could blame them? Not I, for one. Long live Paganism say I, recalling the manner

in which some sanctimonious individuals who prate of the brotherhood of man treat their assistants. As a rule employers in the hardware trade have a just idea of their responsibilities towards those who help their business to prosper, but there are exceptions. Therefore, if any assistant has served under one of the exceptions, I should applaud his action in changing his occupation as evidence of a manly spirit. For some of the other employers, however, the problem may become serious. Good assistants are already none too plentiful, and it is just the best type of man who is likely, after the war, to seek his fortunes in a wider sphere. Perhaps the leakage may be checked by ameliorating the conditions of service, especially as regards late hours.

* * *

Window Glass Situation.

From Patton's Monthly, U.S.

Large quantities of window glass were sold by the manufacturers as a result of an announcement to the effect that by early February the manufacturers would advance their prices. Not within the past year, at least, has such a general buying movement taken place, and it is estimated that the manufacturers sold enough glass to keep their plants busy for sixty days at least.

The increased cost above mentioned will soon necessitate an advance in discount on the part of the jobbers. This is an opportune time to replenish stocks before prices advance.

The manufacturers are receiving a large number of inquiries for window glass from many of the foreign countries, and they have already exported several thousand boxes of glass. With this country (the United States), being called upon to furnish window glass more or less generally all over the world in addition to our home market, there is little likelihood of the market weakening as the season advances.

* * *

Competition That Killed Trade.

From American Paint and Oil Dealer.

The editor heard an interesting story in a little coast town in Peru. The local water dealers, who peddled water from door to door, did a thriving business—for rain was practically unknown there except in the memories of the oldest inhabitants.

Competition became brisk and bitter and one day a water cart bore a banner. "There's no poison in this water." No fault, or fatalities, had been charged against the water sold by anybody, but immediately, in North American fashion, a water war was on with such charges and countercharges that the people became afraid of all the water merchants and their wares and forced the local authorities to pipe water direct from the mountains.

Competition, that some still call "the life of trade," proved its death in this case.

The story set the editor to wondering how much disrepute and lack of confidence the paint trade, the dealers and painters and manufacturers and their products suffer because of such competition as that described in the little Chilean town.

Retail Hardwaremen's Convention

Arrangements Completed for Tenth Annual Convention of Ontario Retail Hardware and Stove Dealers' Association, to be Held at Toronto, Feb. 24-25.

Message from the President.

THE consensus of opinion among members of the Ontario Retail Hardware and Stove Dealers' Association appears to be that the coming convention although only a two-day session, will prove to be one of the most interesting in the history of the association; due largely to the fact that it will be a strictly business session and there will not be an exhibition nor elab-

"The sessions of the convention will largely be given for the discussions affecting the business in which we are engaged, and from the multitude of opinions that will likely be given out there probably will come good for each one of us. My idea of our convention has been, while they have been largely successful, time was not given to the fuller discussion of the questions that should engage our attention as hardware people. We will have the opportunity this year of taking away the complaint of too much entertainment and giving ourselves over to a closer discussion affecting the trade in which we are engaged.

"I hope our friends will be at the convention in larger numbers (that is to say the retail men) than previous years and will come prepared to make this convention the very best that has ever been held.

"It is due the president that we should stand by him loyally this year as he has spent much time and energy preparing for this convention, and we should appreciate the efforts that he has put forth, sustained as he has been by the executive of the association.

"The experience, I think of all is that we have never been at a convention that has not been of profit to us, may not have seen it just at the time, but as our yearly experience has come, so we have been able to cope with the questions that we might otherwise not been able so to do by the experience that we received at the hardware convention.

"Personally, I hope for a brighter meeting this year than any of the previous years. It is for the retail hardware men to say whether it shall be the case or not. The president and officials cannot make it a success without the co-operation of the individual members. Will you do your part?"

The Programme.

A meeting of the executive of the O. R. H. and S. D. A. will be held on Tuesday evening. The convention will open on Wednesday a.m. The opening session will be held in the banquet hall of the King Edward Hotel. It is expected that representatives of the Canadian Hardware Manufacturers' Exhibitors' Association and Retail Merchants' Association will be present at this meeting.

At 2 p.m. will be held a closed meeting for retailers only.

During the past few years some of the retailers' meetings which were supposed to be for members only have been more or less open meetings, to which persons who were not members of the association secured admittance. At the coming convention the meetings for retailers will be for members of the association only. No outsiders will be admitted. Only two exceptions will be



W. F. MACPHERSON,

Prescott, Ont., President Ontario Retail Hardware and Stove Dealers' Association.

orate entertainment features to detract from the attendance at the convention.

The banquet hall at the King Edward Hotel, Toronto, should make an ideal meeting place.

Past President Madole, of Napanee, in writing last week to an officer of the association, said in part:

"We regret the conditions under which we find ourselves at the present time on account of the dreadful war that has engaged the attention of the loyal people of our provinces, and it may be that it will not administer to the success of our convention, but it seems to me that while we cannot consistently ask the manufacturers to take the prominent part in the exhibition of their wares this year because of the conditions that are abroad, yet we see no reason why we should not make this convention of 1915 from the educational standpoint the most interesting and paying convention.



W. J. CARTER, *Picton, Ont.,*

2nd Vice-President Ontario Retail Hardware and Stove Dealers' Association.

made, and these in the cases of representatives of the two Canadian hardware trade papers.

The closed meetings will be devoted largely to discussing questions of importance to the retailers. It is intended to devote considerable time to questions pertaining to the buying of hardware, and a number of buying plans will be discussed. At this meeting there will be a heart-to-heart discussion on the buying of hardware, comparison of prices paid, etc., led by President Macpherson. It is planned to make this meeting the most interesting in the history of the convention, and some interesting developments are expected.

At 6 p.m. a complimentary dinner (informal dress) will be tendered to the members of the Retail Association by the Canadian Hardware Manufacturers' Exhibitors' Association. Jules Brazil, entertainer, will be present. Speeches will be made by prominent hardwaremen. The banquet will be held at Dunning's.

At 9 a.m. Thursday the opening meeting for the day takes place in the King Edward banquet hall. This meeting will be for retailers only, and will be devoted to committee reports, discussion on the proposed affiliation with the Retail Merchants' Association, consideration of the Workmen's Compensation Act, election of officers for 1915, etc.

It is expected that there will be considerable discussion over the Workmen's Compensation Act. A large number of merchants who have employees coming under the Act claim that the rates charged by the Compensation Board are excessive. The proposed affiliation with the R. M. A. will also be discussed at considerable length. It is said that a number of retailers are opposed to the application, while others are said to be in favor of joining with the R. M. A. There is a feeling that the question should be definitely decided at the forthcoming convention.

At 2 p.m. a members' meeting, for retailers only, will be held. At this meeting the Question Box discussion will take place, and the officers declare that the session this year will be a real live

Tenth Annual Convention Program of O. R. H. & S. D. A.

Wednesday, Feb. 24.

9 A.M.: Registration of members and distribution of badges in convention offices, second floor King Edward Hotel.

10 A.M.: Opening Session of Convention in banquet hall, King Edward Hotel. Representatives of the Canadian Hardware Manufacturers' Exhibitors' and Retail Merchants' Association are invited to attend this meeting.

2 P.M.: Members meeting—Retailers only, in banquet hall, King Edward Hotel. A heart to heart discussion on the buying of hardware, comparison of prices paid, etc., led by President Macpherson. (It is planned to make this meeting the most interesting in the history of the Association, and it should be worth many dollars for any dealer to attend.)

6 P.M.: Complimentary dinner (informal dress) tendered to the members of the Retail Hardware Association by the Canadian Hardware Manufacturers Exhibitors' Association (Adam Taylor, Guelph, President), followed by program of entertainment.

THURSDAY, FEB. 25.

9 A.M.: Business Session in banquet hall, King Edward Hotel. Committee reports, discussion on proposed affiliation with Retail Merchants' Association, consideration of Workmen's Compensation Act, election of officers for 1915, etc.

2 P.M.: Members' Meeting—Retailers only, banquet hall, question box discussion and continuation of Talks on hardware buying begun on Wednesday afternoon.

8 P.M.: Question Box discussion or theatre party as decided by members in attendance.



KING EDWARD HOTEL, Toronto, Headquarters of the Ontario Retail Hardware and Stove Dealers' Association during the two days' convention on February 24-25.

one. There will also be a continuation of the talks on hardware buying.

At 8 p.m. there will be a Question Box discussion or theatre party, as decided by members in attendance. Some of the members declare no doubt a number of retailers will remain in Toronto for a day or two after the convention.

A MESSAGE FROM THE PRESIDENT.

February 10th, 1915.

Editor Hardware and Metal,
Toronto, Ont.

Dear Sir:—

Permit me to thank you for the space you have given to our Retail Hardware and Stove Dealers' Convention to be held in your city on 24th and 25th inst., in your recent issues.

The officers and executive propose to do all in their power to make this convention true to name: "A Business Convention." This can only be accomplished by the hearty support of the membership and the retail hardware and stove trade throughout the province. Many questions of vital interest to the trade will be open for discussion, and the decision to hold closed sessions for members should eliminate all feeling of reluctance towards a free and full discussion of the matters laid before the convention. Many items of great interest have already been suggested for consideration, and the executive invite from all members and the trade generally questions relative to any branch of the hardware and stove trade for discussion. As the

value of our sessions will be greatly enhanced by a large attendance, I would urge all dealers to set aside the couple of days necessary and spend them at the convention, thus reaping the benefit of association with their fellow-tradesmen, and giving of their own knowledge and experience to others, thus helping to raise the standard and usefulness of our particular branch of trade.

Present trade prospects, I feel, warrant us in being very optimistic as to the future, and we can all better cope with our business problems after a heart-to-heart talk and discussion in our convention sessions, and go back to "Business as usual" much better equipped for our year's work.

Yours very truly,

W. F. MACPHERSON,

President O.R.H. & S.D.A.



C. W. CONN,

hardware merchant, Tillsonburg, Ont., and Vice-President Ontario Retail Hardware and Stove Dealers' Association, from a recent snapshot taken in front of the Toronto office of Hardware and Metal. Mr. Conn has always taken an active interest in the work of the Retail Association.

THE MANUFACTURERS' CONVENTION.

The Canadian Hardware Manufacturers' Exhibitors' Association will also hold a convention at Toronto on February 24-25, the same dates as the Retailers' Convention. The headquarters of the Manufacturers' will be at the Queen's Hotel.

The business meeting of the association will be held on Wednesday afternoon at two o'clock. On Wednesday evening at 6 p.m. the C.H.M.E.A. will entertain the Ontario Retail Hardware and Stove Dealers' Association at dinner at Dunning's. It is intended to secure a prominent speaker for this evening.

The distribution of advertising souvenirs by members of the Manufacturers' Association will be permitted if any of

HOTEL ACCOMMODATION AND RATES.

Although the Ontario Legislature will be in session during the convention there will be ample accommodation in Toronto hotels. Those attending the Convention should make reservations direct with the hotel preferred. A few of Toronto's many hotels with rates are:—

Hotel.	Plan.	Room with Bath.	Room without Bath.
King Edward	European	One person ..\$2.50 Two persons ..\$4.00	One person ..\$1.50 Two persons ..\$2.50
Queen's	American	\$4.00 and up	\$3.00 and up
Prince George	American	\$3.50 and up	\$3.00 and up
Walker House	American	\$3.00 and up	\$2.50 and up
Carls Rite	American	\$3.00 and up	\$2.50 and up
Mossop's	European	(One) .....\$2.00 (Two) .....\$3.50	(One) .....\$1.50 (Two) .....\$2.50
Iroquois	American	\$2.50 and up	\$2.00 and up

the members wish to undertake anything of this kind.

There will not be an exhibition this year, as in former years. At the last joint meeting of the two associations, held at Ottawa last year, it was decided to hold the hardware convention and exhibition at London, Ont. Owing to the fact that the military authorities are using the London Armouries, where the exhibition was to have been held, and no other quarters are available, it would be impossible to hold the exhibition at London, and it has been called off for this year.



THE HARDWARE DINNER.

J. A. Hossack, chairman of the Entertainment Committee of the Canadian Hardware Manufacturers' Exhibitors' Association, has requested Hardware and Metal to draw the attention of hardware dealers to the fact that the dinner scheduled for Wednesday evening, February 24, at 6 p.m., in Toronto, is tendered to the Canadian hardware trade. All retail dealers who anticipate attending should advise the secretary of the Exhibitors' Association, F. M. Tobin, Woodstock, Ont., at once, so that provision may be made to care for all their friends.



CANADIAN WATERPROOFS

Consolidated Rubber Co. Have Entered Extensively Into New Field.

The Canadian Consolidated Rubber Company is taking advantage of the war conditions, and the difficulty of getting imports to enter extensively into the manufacture of waterproof clothing.

The importance of the new field may be judged from the fact that there is a capacity for 1,500 to 2,000 garments weekly, and it is proposed to increase this up to 700 garments per day. A staff of 150 is employed, and this will be increased as occasion demands. The yearly output of this branch may reach to \$1,000,000. This should mean a material benefit for Canadian cloth manufacturers.

CONDITIONS SATISFACTORY.

J. R. Terrill, of the firm of Caverhill, Learmont & Co., has returned to Montreal after paying a visit to most of the important towns of Eastern Ontario and in conversation with a Hardware and



ADAM TAYLOR,

of the Taylor-Forbes Co., Guelph, Ont., President Canadian Hardware Manufacturers' Exhibitors' Association. The Association will hold a convention at Toronto on February 24 and 25, and will tender a complimentary dinner to the Retailers' Association on the evening of Wednesday, February 24.

Metal representative, spoke of conditions in this district as being in a very satisfactory state. He said, "Canada should be proud of its hardware stores and the way stocks are kept. The hardware stores in this section of the country do credit to the proprietors. Goods are shown in such an attractive way as to make customers feel that dealers are alive to their vocation." Mr. Terrill also spoke of the strong feeling of optimism which exists, the trade in general expecting a good season's business owing to the prosperity of the farmers.

HARDWARE LETTER BOX

Moulded Glass.

Bruce Stewart & Co., Limited, Charlottetown, P.E.I.—Will you kindly give us the addresses of some firms in Canada who can supply moulded glass.

Dominion Glass Co., Limited, Montreal, and Toronto; Jefferson Glass Co., Limited, Toronto; Premier Glass Co., Bleury St., Montreal.—Editor.

Blinds and Shutters.

A. A. Outram, Port Hope, Ont. — Please be good enough to give us the names of firms making blinds and shutters.

Blinds.—Daly & Morin, Montreal, Que.; the Fred G. Soper Co., Toronto, Ont.; Geo. H. Hees & Son, Montreal and Toronto; H. E. Hayhoe Co., Toronto, Ont.

Shutters.—D. Aitchison & Co., Hamilton, Ont.; S. Anglin & Co., Kingston, Ont.; Ball Planing Mill Co., Barrie, Ont.; The R. Laidlaw Lumber Co., Ltd., Toronto, Ont.; Paul Demers, Montreal, Que.; The Wm. Rutherford Sons Co.,

Montreal, Que.; Georgian Bay Shook Mills, Midland, Ont.—Ed.

Dustless Mops.

Fraser Bros., Bradford, Ont.—Will you please inform us, who makes the B. B. Dustless Mop for hardware floors.

Milton Chemical Co., Everett Station, Boston, Mass.—Ed.

Aluminum Sheets.

A. M. Bell & Co., Ltd., Halifax, N.S. Can you tell us where we can obtain Sheet Aluminum about 1/32 of an inch thick?

British Aluminum Co., Toronto, Ont. Northern Aluminum Co., Ltd., Toronto, Ont.—Ed.

Water Power Washing Machines.

Brace, McKay & Co., Ltd., Summerside, P.E.I.—Please advise us who are manufacturers of Combined Washing Machines and Wringers, to be operated by water power.

Cummer-Dowswell, Ltd., Hamilton, Ont.; Taylor-Forbes, Co., Ltd., Guelph, Ont.; J. H. Connor & Sons, Ottawa,

Ont.; D. Maxwell & Sons, St. Mary's, Ont.—Ed.

Fire Extinguishers.

Marshall-Ecclestone, Limited, Timmins, Ont.—We would be glad if you could advise us the address of the Pyrene Fire Extinguisher Co.

Pyrene Fire Extinguisher Co., 1358 Broadway, New York, and their Ontario representatives are Ontario May-Oatway Fire Alarms, Limited, 92 Adelaide St., West, Toronto.—Ed.

Thumb Nuts.

A. Koeing, Paris, Ont.—Kindly send us the names of manufacturers of Thumb Nuts.

The Steel Co. of Canada, Ltd., Hamilton, Ont.; Northern Bolt & Screw Co., Owen Sound, Ont.; Canadian Tube & Iron Co., Montreal, Que.; London Bolt & Hinge Works, London, Ont.; John Morrow Machine Screw Co., Ingersoll, Ont.; Bishop Bros., Montreal, Que., mfgs. representatives; Baew Bros., Montreal, Que.—Ed.

One-Minute Washer.

T. O. Hamre & Sons, Ltd., Hanley, Sask.—If possible please let us know the name of the manufacturer of the One-Minute Washer.

The One-Minute Manufacturing Co., 74 Logan avenue, Toronto, Ont.—Ed.

The Nineteen Fifteen Store

The Rapid Advance Made in Merchandising in Past Half Century—Civility to Visitors, Lookers and Purchasers—The Importance of Personality.

By JOHN WANAMAKER.

THE stores of fifty years ago, compared with the stores of to-day, look like little candles compared with the present 500-watt tungsten lamp. In the best type of the modern store the floors are all level from street to street. There are not crowded aisles. There is abundant light everywhere. The ventilation is perfect. A complete stock of merchandise is kept up the year around.

Safety first, no matter what the expense, is the daily duty a store holds to its ever-increasing patrons. As yet nobody has said that we have made a mistake in providing comfort and securities for the safety of our customers.

Politeness Is Natural.

It will naturally follow that no one connected with a store will be lacking in politeness to the visitors, lookers and purchasers, who care for civility but not for familiarity. No matter how many advantages we have to offer in our continually fresh-reinforced stocks of merchandise, and however carefully it is priced at attractive and just prices, no-

thing is so much appreciated as prompt, quick and good service at every counter and corner of the store.

Few persons understand that there are "seconds" in almost every class of goods, that cost the dealer less, and should be sold to the consumer at a lower price, but are frequently palmed off on customers at the top price, or, what is worse, the goods are advertised as the standard goods selling at an off-price, when the price charged is what the same goods are sold at by reputable houses.

It is hardly to be expected that all customers know the tricks of the trade; nor can they know the actual values. Therefore, it is well worth while to try to ascertain facts and compared merchandise. With few exceptions goods can be sent home from more than one store, and this house was the first to accept returns of purchases not wanted by buyers. The only business that will satisfy us is that which is genuinely right and gives full value for money paid.

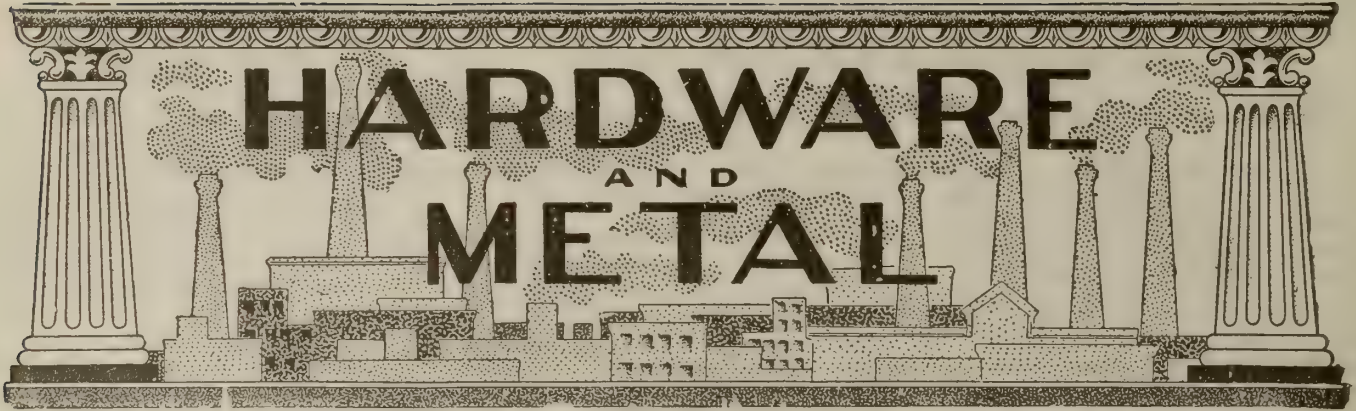
From the first letter of the alphabet

to the last a store must make good in the character of the advertising. In shaking an apple tree the first to fall are the rotten apples. To shake a store by its own advertising pole will often reveal its fictitious claims.

It is always difficult to get definite facts on any subject. It is certainly important that everything put into type be accurate. Advertisements must be news of fresh goods. They must be printed in good English, they must be devoid of mis-statements, must convey information to clerks and customers, must offer fair service, and must tell of just prices.

From every room under the vast roof we have barred out—deception, dishonesties, delusive statements, disguised goods, and pilfering prices. **Our store** will play fair or not at all.

To be personally "on the job" as President Wilson says is the fundamental law of all successful storekeeping. Business is not a matter of machinery. It is not a great granite building. It is not iron and steel and rock: It is the human force that is in it. It is the man.



VOL. XXVII. No. 8

Toronto, Canada, February 20, 1915

Two Dollars per Year

GOING TO the Hardware Convention?

REMEMBER the dates, Feb. 24-25.

HAVE THE airship raiders passed over your town?

WE HAVE already had a taste of spring this month—probably the bear and the shadow story is more than legendary.

RETAILERS should watch the markets closely. Many price changes are taking place and the shrewd buyer is the one who is going to get the best price.

THE ALLEGED German aeroplane raid on Ottawa may possibly have been engineered by interests after a bunch of money—and the train service was too slow for them.

IF YOU cannot go yourself, be sure and send one of the clerks. He will appreciate the trip and will gain pointers at the convention that will make him a more valuable employee.

THE NEW war Budget has precipitated the local business world into a haze of figures and probabilities. Everybody is trying to ascertain what the new taxes will mean to his particular industry or commercial activity.

WILL THE wholesalers who purchased heavily in anticipation of the tariff changes stick to the higher prices arranged or will they simply use the additional profit margin for more extensive price-cutting?

ONE OF THE best explanations given for the exodus from the farms is that furnished by a rural mail carrier from Kansas. After driving through the farming districts of that State for a great many years, and doing a lot of observing and thinking, he says that the reason why so many boys leave the farm is that "Willie's calf grows up to be dad's cow."

ARRANGEMENTS are being made in Montreal for a "clean-up and paint-up week," such as was held last spring, and the preliminary steps are being taken by the Montreal Publicity Association and the City Improvement League. The Local Council of Women, Montreal Women's Club and La Federation Nationale will co-operate. During May last year the

amount of refuse moved in the city was 34,000 tons as compared with 25,000 tons during May, 1913, and the Medical Health Officer gave the campaign credit for materially reducing the infant mortality rate.

The Hardware Convention

ALTHOUGH the Hardware Convention next week will be limited to a two days' session (Feb. 24-25), it promises to be one of the most interesting in the history of the association. It can be made the most interesting, if the members will turn out and attend in large numbers. The retail hardwareman to-day is facing many problems and there is no better place to discuss these questions than in convention with fellow-hardwaremen. The officers deserve credit for their action in taking steps to see that only retailers will be admitted to the close sessions. This should have a tendency to create an openness of speech not obtainable under the old system of allowing outsiders to be present. Among the important questions to be discussed are the Workmen's Compensation Act, the Tariff, the proposed affiliation with the Retail Merchants' Association; hardware buying, co-operative buying and many other important subjects. The Question-Box discussion should be particularly interesting and it is predicted that many real live discussions will take place. There will be plenty of accommodation for all visitors. Toronto is a very central point, with good train connections and the meeting place selected for the retailer's meetings is an excellent one. The success of the convention will depend largely on the action of each individual member. The convention will be what the members make it. If each member does his part the coming convention will undoubtedly be the greatest in the history of the association. If the members want their association to grow and be an influence in the trade, it is up to them to start now and make the association what it should be. Instead of an association of about two hundred merchants the association should have at least one thousand members in Ontario.

An Unfair Experiment

ON page 29 of last week's issue of Hardware and Metal appeared an article entitled "A Risky and Unfair Experiment" in which we gave our views on the "Made-in-Canada" sale now being conducted by the T. Eaton Co., Toronto. That we are

not alone in the stand we have taken is clearly expressed in an editorial, in Economic Advertising, the official organ of the Toronto Ad. Club, which states in part: "There is, however, just one thing to say about the plan that will put it in somewhat serious disfavor with a large and deserving section of Canadian merchants. We refer, of course, to the way in which it will hit the retail merchant. For a number of years now, especially among the smaller retailers of staple goods, the struggle for existence has been a keen one; due especially to the competition with the departmental stores and to the exceptional service which these organizations have been able to develop for speedy supply to their customers. These retailers in a number of different lines are now selling the identical goods which are being featured at the Eaton store at prices with which they cannot hope to compete. The large buying power of the big store has for a long time enabled them to cut prices under the small buyer, and the difference, with manufacturer's and retailer's profit cut off, must be such that the retailer will have a poor chance to sell these articles except to a blind man without sense of touch or hearing.

We laud the patriotic spirit of the Eaton Company, we admire the unique advertising they have been able to put over, but our sympathies go out to the retailer, who, during the period of this sale, at any rate, has no basis on which he can compete.

Surely this is a matter that concerns the Retail Merchants' Association most vitally. We cannot believe that it will not be taken due notice of.

If the small retailer is still a necessity in every section of the country, as we firmly believe he is, then he is surely entitled to consideration in a case like this."

If any of our subscribers have not read the full page article in last week's issue of Hardware and Metal they should look it up at once. The question is one that should be taken up by the Retail Hardwaremen at their convention next week.

The Budget

AS a result of the tariff changes announced in the Budget brought down last week, many hardware lines have been affected. While the increases in the tariff were not entirely unexpected, there were a few surprises. Very few men in the trade have expressed any decided views on the effects of the changes. Taxes which at another time might evoke sharp criticism may be accepted under present conditions with something like equanimity. The addition of 5% on British goods, 7½% on other goods and the abolition of the free list with a few exceptions are the main features of the Budget. Mr. White has had to make the best of a troublesome situation and it will be much easier to find fault with his proposals than to offer anything better as a temporary and convenient money-raising method. The tariff changes are fully dealt with elsewhere in this issue. The market reports this week review the situation as closely as it can be judged at present writing. Many price adjustments will be made and in nearly all cases in an upward direction. Retailers should closely follow the market reports this week. On a number of hardware lines prices have been temporarily withdrawn, pending readjustments of costs and selling prices.

Advertise Canada

IT has been estimated that wealthy residents of the United States have been spending some \$400,000,000 in Europe annually. It is plain to be seen that this year the door of Europe is practically barred to them—or at any rate they would not want to go if permission were freely granted.

What is to hinder Canada from getting a big share of that \$400,000,000? Many United States papers have of later years been running the slogan "See America First" and as Canada is a part of America, and as we can present to our neighbors some of the finest scenery and fishing lakes in the world, why shouldn't we get many more thousands of tourists from the United States than in former years?

Here is an opportunity for our Federal Government to conduct a strong advertising campaign in the United States that would be certain to get results beneficial to practically every Canadian. Four hundred millions is a lot of money and so is half or a quarter of that amount. Canada has many ideal districts for pleasing the tourists. There is no finer scenery to be found anywhere than in British Columbia with its mountains. The Maritime provinces on the other side of the continent are rich in natural beauty; Quebec and Ontario present unparalleled fishing and hunting possibilities and the undulating prairies of the West—the granary of the Empire—with their mile upon mile of golden grain constitute a sight never to be forgotten.

Mail Order Houses Aggressive.

MONTGOMERY & WARD, a mammoth mail order concern in Chicago, did a business last year of \$41,042,486. That was an increase of no less than \$1,316,774 over the preceding year. The net profits were \$2,010,093.

A few weeks ago there lay on a siding in Toronto two carloads of catalogues from a large mail order house in that city, ready to go out to thousands of homes throughout Ontario.

While figures are not available, it is known that the T. Eaton Co. did a much bigger mail order business last year than in any previous year.

Here are statistics that should cause every retail merchant in Canada to go after business in 1915 more strenuously than ever. These big mail order concerns are getting trade from in front of retail stores all over the country because they are making a strong bid for it. It does not appear that love of the home community has a great deal to do with the place of purchase of many people. They go to the place where they get the strongest invitation—whether this be the home store or the mail order house at a distance, and it is just as well every merchant in Canada realized this.

Nineteen fifteen is bound to be a big business year for merchants in farming communities where crops have been good, because the farmers have the money. While it is a long way to harvest time, the heavy snowfall of the winter and the fact that there will be 25% more land in crop this year than last, make the biggest yield in Canadian history practically a certainty. It is up to each individual merchant to go aggressively after his share of the increase in trade—and if he gets it, the mail order houses will not have the same story to tell a year hence.

SHOW CARDS THAT YOU CAN MAKE

— by R.T.D. EDWARDS —

using illustrations
from last week's
Hardware & Metal

IN preparing this series of "show-cards" you can make using illustrations from last week's Hardware and Metal," one great consideration, of course, is to have them as timely as possible. Each card as it appears is advertising strictly seasonable goods. In this connection the publishers of Hardware and Metal are in a position to render a service which practically no other publisher of trade papers in Canada can equal.

So many new and splendid illustrations are being used in the advertisements each week that the show card field is practically unlimited.

The illustration on the paint card was taken from A. Ramsay, Son & Co.'s advertisement in last week's issue of Hardware and Metal, page 49. It should make a very attractive card for your next paint window.

The entire outline of the illustration is cut out first, then the printing which is above the cans of paint is cut out entirely, being replaced by the words

MATERIAL USED.

The following articles were used in preparing the show card suggestions accompanying this article:

*Camel hair brush,
Stub pointed pen,
Scissors,
Paste,
Black carbon ink,
White cardboard.*

"Made in Canada." The lettering, which is small, was outlined and filled with a stub pen. The card is necessarily small (9 x 14) in order to use the small illustration, but is large enough to be easily noticed in the window. The style of letter formation is known as outlined Roman.

The illustration for the Garage card was taken from the Stanley Works' advertisement, page 71, last week's issue Hardware and Metal.

The card is the same size as the paint card. The illustration, however, needs a little more attention in cutting out and pasting on than the first one because of the irregularity of the lower part. Note how the ruling eliminates the "pasted on" appearance.

The first two lines are single-stroke Roman made with the stub pen. The latter two are outlined with the same pen and filled in afterwards with a brush.

On the third card, that of Universal Bathroom fixtures, the illustrations were taken from the advertisement of Landers, Frary & Clark, page 2, last week's issue. This card measures 14 x 15 inches, being somewhat larger than the other two, and shows the use of four different illustrations in the same card.

In executing any of these show cards it is absolutely necessary, no matter what experience you may have had, to lay out the entire card with lead pencil. Before attempting to fill in the lettering or paste on the illustrations, see that the card is correctly balanced up, and that everything is in its right proportion before finally blacking in.

In pasting the illustration, have it

trimmed and finished and the place on card selected before applying the paste. Lay illustration face downwards on a newspaper and apply thin coat of paste. Lay on card carefully so as not to smear it up at all. Then take blotter and smooth it over. That is, lay blotter over the illustration and smooth out.

The ink used for the pen work should be black carbon of the non-waterproof variety. If this is not obtainable, the waterproof drawing ink is excellent, but more expensive. Use card-writer's show card black for filling in with brush.

The articles necessary for making these show cards are stub-pointed pen nib, camel hair brush, ruler, scissors, paste, black carbon ink, card-writer's black ink, white cardboard.



DOLLAR DAY AT CHATHAM

Chatham, Ont.—Dollar Day, held by the Chatham merchants in conjunction with the annual Corn Show, proved a very successful event for the merchants of the Maple City.



Complete
Equipment
FOR
GARAGE
DOORS

The illustration used in preparing the above show card suggestion was taken from the advertisement of Stanley Works, that appeared on page 71 of last week's issue of Hardware and Metal.



A Paint
that has
stood the test
since 1842

The illustration used in preparing the above show card suggestion was taken from the advertisement of A. Ramsay Son & Co., which appeared on page 49 of last week's issue of Hardware and Metal.

The exhibition and convention of the Ontario Corn Growers' Association, held at the 24th Regiment Armouries the week of Feb. 8-12, normally brings large crowds to the city, and the merchants of Chatham decided that it was an opportune time to advertise a Dollar Day. Wednesday, Feb. 10, the big day of the show, was selected for this purpose. The Dollar Day secured all the benefit of the special rates offered for the Corn Show.

The merchants practically without exception co-operated in the way of offer-



The illustration used in preparing the above show card was taken from the advertisement, of Landers, Frary & Clark, that appeared on page 2 of last week's issue of Hardware and Metal.

ing dollar bargains, and these were liberally advertised through the use of newspaper space and by means of window displays. The double event—Corn Show and Dollar Day—brought large crowds, not merely from the corn-growing districts of Kent, Essex and Lambton, but also from the immediate vicinity of the city. Business is generally reported to have been decidedly brisk, both country and city people taking advantage of the special offerings made by the merchants.

Exhibits at Corn Show.

Charles R. Stevenson, hardware dealer, took advantage of the Corn Show to put an exhibit in the Armouries calculated to appeal particularly to farming people. The exhibit included a sample silo, De Laval cream separators and other implements, and sheet metal goods, which Mr. Stevenson is also handling. At least one representative of the firm was constantly present at the booth and handed out literature and met prospective customers.

The Chatham Malleable & Steel Company, with which A. D. and W. H. Westman, formerly of Westman's hardware, are associated, also put on a display at the Corn Show, the exhibit showing a complete line of farm appliances manufactured by the company. The display represented a miniature stable, including cattle stalls, stanchions, litter carriers and equipment of all sorts.

New Home for R.M.A.

Have Leased Large Building for Future Rooms —
Renting Spaces to Manufacturers for Permanent
Exhibits — Move March 1.

THE Retail Merchants' Association, Ontario Branch, have become identified with an important undertaking in which members throughout the province will be greatly interested. A new home has been found. For a long time the offices of the organization have been located at 21 Richmond Street West, Toronto. These premises have now become inadequate. The Retail Merchants' Association is, as the trade understands, composed of many sections. On some afternoons and evenings several of these meet at once and sometimes the present offices cannot accommodate them all, with comfort to one another.

This condition of affairs sent the officials out on a quest for other premises that presented more scope for their operations and they have found their new home in the old Y.M.C.A. Building, at the corner of McGill and Yonge Streets, a short distance south of College Street. The first floor up and the one above it have been leased for a term of years. It is said that the arrangements were completed last Saturday and the offices will be transferred almost immediately.

On the first floor up will be the secretary's office. This floor also contains three large rooms and it is really here that the interesting and unique part of the move is to be found. The Association has divided these three rooms off into spaces which will become permanent manufacturers' exhibits. These exhibit spaces are being rented at so much per month to various manufacturers who will have permanent displays of their goods in them. Altogether there are 30 spaces and at time of writing 16 have been spoken for, and those after only three days canvass.

For the benefit of the manufacturers who take spaces there will be a special exhibitors' room on this floor where there will be writing desk and telephone accommodation, etc.

There will also be an inquiry office on the first floor up which will be maintained by the association.

On the floor above which has been leased as well, there are a number of committee rooms for the accommodation of the members at their regular meetings. There are a sufficient number of these to accommodate as many sections as may be meeting at any one time.

The Retail Merchants' Association see a great future here for the development of their work. Their new quarters which are centrally located, will be in reality splendidly equipped "club rooms" where members may drop in any time they are down street and where members from outside the city will be able to have their headquarters when they come to Toronto. The retailers hope and expect that their newly acquired premises will soon become an important centre for wholesalers and manufacturers. The place may perhaps become to be called "The Retailers' Temple." It is the intention of the officials at the present time to have billiard, card and lounging rooms for the accommodation of members.

Unless something unforeseen happens, the new rooms will be occupied by the first of March.

On the ground floor and entering from McGill Street is a large auditorium, capable of seating 1,200 people, and the association will have the use of this once a month. Their big conventions will also be held there, if necessary. The entrance to the main offices will, however, be off Yonge Street.

Wall Papers Are More Subdued

Belgian Colorings Will Take the Place of German—Greys, Blues and Sand Colors Will be Featured—Faint Tinge of Black Will be Popular in Best Houses.

From an Interview with W. T. Stone, of the Robert Simpson Co.

ALL sorts of retail stores are finding themselves affected by the vicissitudes of war. For instance when people come along to choose the wall papers and trimmings for their different rooms in the next few months there will be a predilection in favor of Belgian colorings rather than German. German colors are dead. In place of them we shall see in Canada as in England at present colors which are peculiarly English, or Belgian, French or Russian, because even in so light a matter as trimming of rooms and so forth, we are patriotic, often under an unconscious influence.

The predominating feature in wall papers is the subdued pattern and quieter coloring. These will take the place of the more conspicuous pattern and louder coloring. In place of the green and red, both of them pronounced, which we have seen we shall have tans and greys and warm shades of pink. There will also be combinations of greys with pinks, grey and mauves, as well as with tans. Pea blues are to have quite a run and pea greens are coming back. There will be considerable leaning towards mauve. A distinctly new shade that is going to be popular in wall paper as it is in other matters of dress is the sand color. This in combination with warm pink will have a considerable run.

And since our minds are running upon battleships and the like, battleship greys and seagull greys will be very much in the mind of people who are furnishing their houses.

On the question of white, the popular leaning this year rather than a dead white is to a white edged with cream. Dead white is—dead.

We may notice here in passing a distinct tendency just now in many well appointed houses to eliminate the drawing room. In its place the living room is coming more into its own. This applies not only to houses which are small, but to houses which are of fairly considerable size. For this room the tapestry of foliage effect and the broken pattern will be leaders. Tweeds of fabric papers are also very popular.

For the Bedroom.

In the bedroom the trend is toward plain chambrays, linens and a number of soft colorings in cretonnes and chintzes. If the coloring is important in the rooms which we have already dealt

with, it is still more important in its relation to the bedrooms, according to the styles which are being followed this year. All of the designs are quiet, though light and airy, and give a look of general brightness to the room.

The "Den."

As to the "den" there will be heavy, cosy, warm effects so far as wall paper is concerned. It will be fitted up with English or Japanese leather, and a favored paper will be the black blended style about 30 inches wide, both plain and pebbled. This should be used with strappings of leather or oak.

Not the least important room in the house of these days is the modern bath-

The housewife who is undertaking a scheme of decoration for her house will do well to bear in mind that the more quiet and original the designs are in the matter of wallpapers and such the more impressive will they be as compared with the showy and the conspicuous and the loud, which are the province of the nouveau riche.

We all remember the story of the lady who awoke her husband one night and suggested that there was a burglar in the house. Her husband turned to her and said "Nothing of the sort, my dear, it is this wall paper, which makes such a noise."

Preserve us from wallpaper and decorations which make such a noise that they can be heard above the tones of a conversation that was held right in the room!

CLEAN-UP WEEK.

Montreal, Que., Feb. 13.—Another city cleaning campaign is being organized by the City Improvement Committee of the Montreal Publicity Association, along the same lines as that conducted last year. The week's clean-up will be arranged for some week in May, but it is planned to have the cleaning process start much earlier this year, and have the real clean-up week come as a finale to the programme, so as to have the city thoroughly cleared from its winter accumulation of dirt before the spring thaws set in. In order to get this work well under way, it was last night decided to ask the assistance of the Local Council of Women, La Federation Nationale, the Montreal Women's Club and other women's organizations.

With the aid of these organizations, it is expected that the clean-up week will be made more general than last year, and that the result will be even more marked in making the city healthy and in cutting down infant mortality.

The initial meeting to start this campaign was held last night at the rooms of the Montreal Publicity Association, when there was a good attendance, with F. A. Covert in the chair, and Dr. W. H. Atherton representing the City Improvement League, which is strongly supporting this movement.

It was decided to hold another meeting of the committee next week, when definite plans for the clean-up week will be started.

A NEW FEATURE.

Commencing with the first issue in March, another new department will appear in Hardware and Metal. The new department: "How Hardware Goods are Made and Sold," will describe in detail the process of manufacture of various hardware lines. The new department should prove interesting to every retail hardwareman. A number of illustrations will appear in each article and readers of Hardware and Metal can look forward to an interesting series of practical articles that will be of great assistance to the hardwareman who wants to know more about the goods he is selling.

room. It should be furnished either in imitation tile or else should have a pattern stencilled on a background of white paint. The imitation tile which has had so much vogue for the past few years is even more popular to-day than ever.

The Flat or Apartment.

For an apartment or flat the modern idea is to have each room consonant in coloring and style and general appearance with each other. The papers should blend nicely with ordinary draping, and in this regard tans, grays and buffs, red or greens and sand colors, have the preference. The new stone-colored tapestries are likely to have considerable vogue.

It will be seen by the detailed suggestions given, which follow pretty closely general trend of the better class of houses, that the quiet wall paper is a la mode. The outstanding and the strong is entirely eliminated.

Practical Course for Sheet Metal Workers

ARTICLE No. 18 OF SERIES

By CHARLES SEIVERS

THE problems shown in this are practically the same as the one treating a square and angle elbow. The section of pipe as shown at A in Fig. 1 being an elliptical curve. However, the method of obtaining the raise for the different pieces remains the same. The particular point to keep in view is that to carry the short axis as, "A-B," around the quarter circle to form the elbow. The axis A-B is the radius of the quarter circle drawn, from which to derive the raise required as shown at B in Fig. 1. To carry the longer axis around a quarter or part of it, the axis C-D is the radius of the quarter circle or part of it, from which to obtain the required raise, as shown at B in Fig. 2. Proceeding with Fig. 1, and having obtained the raise required as, B-D at B, set out the line A-B as shown at C, Fig. 1, equal to A-B, the short axis of section at A. At right angles to B, set off B-D the raise required, join D-A. Parallel to A-B and at a convenient distance draw another line as shown by 1-11. On this line set off a half of the section shown at A. Divide the half

section into a number of equal parts, as shown by the figures 1, 2, 3, etc., and draw lines at right angles to A-B from each of these divisions, extending them to join the line D-A.

Now draw two parallel lines as shown at E-E and F-F. Then draw a line at one end at right-angles, joining them as described at 1-1. On each of these lines from 1, set off the division on the half section from 1 to 11, and repeat to make circumference of section complete. The next step will be to join these points by connecting 2 to 2 and 3 to 3, etc.

Working from the line 11-1 at C, measure the distance on each of the lines, to where they join the line A-D, and set off on lines of corresponding number on pattern, that is, on line from point 1, on lines 1, from points 2, 3, 4, etc., on lines numbered 2, 3, 4, etc.

When all have been marked off, draw a line through the point obtained which will outline first section of pattern. With this piece the balance of the elbow can be marked out. On the two outer lines 1-1, mark off A-D, which is the raise of the one-piece, then D-H, which is the

width of the section at the throat of elbow, H-K, being the raise of one-piece, lay the first section when cut out, over the upper part of layout keeping the point A and K even, and when even, scribe around with pencil.

To mark next piece mark off K-L, equal to H-D or width of each section in the throat, lay the first section on lower part of pattern, keeping the points A and L even and when even, scribe around. The balance of layout forms, the fourth piece of pattern. The method of working out Fig. 2, is the same as described for Fig. 1.

TOY FAIR AND MARKET.

An exhibition is to be held in London where all products of Germany, Austria, and Hungary will be rigidly excluded.

The Toy Fair and Market, to which only members of the wholesale and retail trade will be admitted, is to be opened at the Royal Agricultural Hall, London, England, on March 16, for ten days, by the International Trade Exhibitions, a city of London firm which has organized countless displays.

PLATE 18

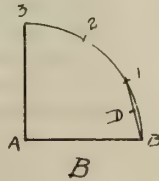
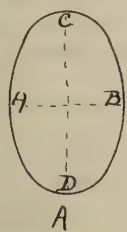


FIG. 1

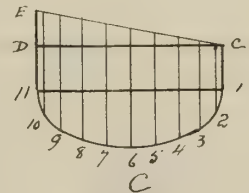
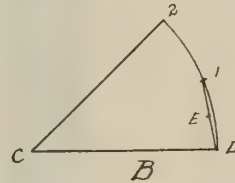
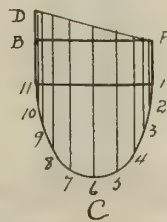
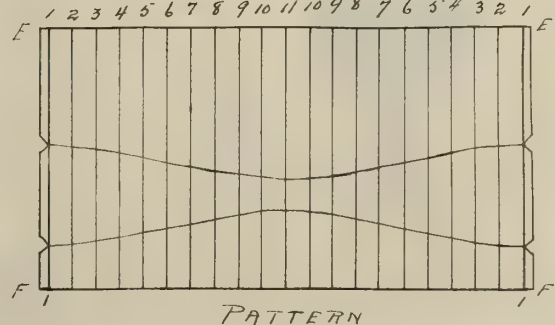
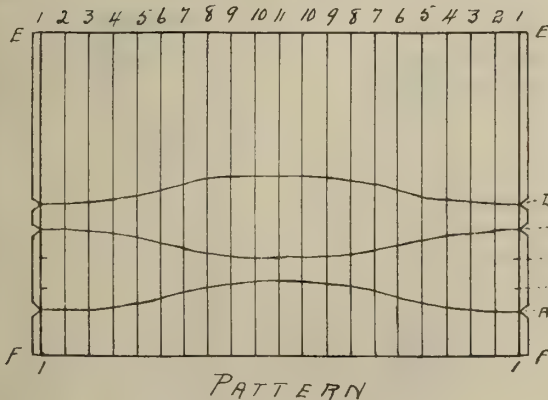


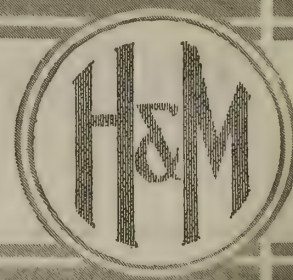
FIG. 2.





New Hardware Goods

Offered Canadian Hardwaremen



CRACKERJACK AUTO JACK.

Richards-Wilcox Canadian Co., Ltd., London, Ont., have placed on the market a new auto jack called the No. 100 Crackerjack. This jack has been made, so the makers claim, in response to many



No. 100 Crackerjack Auto Jack.

demands for a strong, light, competent jack. The rack is $\frac{3}{4}$ in. square steel bar with machined teeth and rotary cap. The mechanism is extremely simple and is all packed inside the 14 gauge steel frame. The jack is said to be all right for light cars as well as for cars of medium weight. Every jack is tested to 1,000 pounds. The jack will retail at about \$1.60.

PUMP AND GREASE GUN.

Bell Pump Co., 74-78 Fort St. E., Detroit, Mich., are offering to the Canadian hardware trade the Bell compound tire



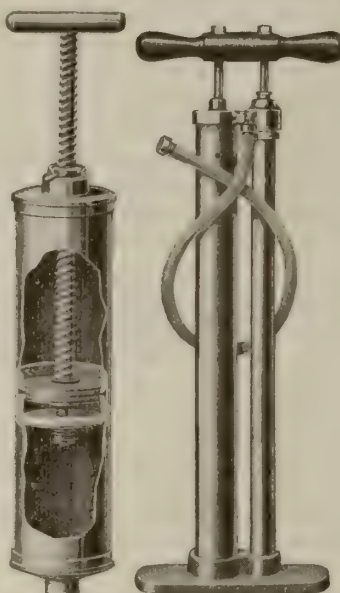
The Bell Plunger.

pump and the Bell compound oil and grease gun here illustrated. The oil and grease gun is made from 20 gauge brass tubing and is fitted with the Bell expanding plunger with the addition of a

reversed leather cup. With this feature the guns are claimed to have such a vacuum that they will easily draw a No. 2 grease.

Heavier greases can be unpacked by unscrewing the end. For emptying, the gun is fitted with an eccentric ring at the top and which by a quarter turn of the lever, is thrown into the piston-rod, which is made of $\frac{3}{8}$ spiral steel. Then by turning the handle the grease is easily expelled.

The Bell combination tire pump is also equipped with the Bell expanding plunger. The pump is 21 inches high, with two brass cylinders $1\frac{1}{2}$ in. and $\frac{7}{8}$ in.



Bell Compound Tire Pump and Bell Combination Oil and Grease Gun.

x 18 in. long, heavy cast top and base with 20 inch, 5-ply hose and Bell nipple, finished in high polish and lacquered. The makers describe the "Bell plunger" as follows:

The Bell plunger consists of $\frac{3}{8}$ in. steel rod threaded to take a special cup leather which is held in place between two steel washers by a hex nut. Underneath the leather we place a bevelled brass spreader which is held in place by a coil spring resting on a cotttered washer.

As the plunger is forced into the barrel the spring forces the spreader into the leather till it fits closely to the barrel

thus preventing any possible escape of air.

NO-SHAMMY PRODUCTS.

The No-Shammy Products Company, Hippodrome Building, Cleveland, Ohio, offers to the Canadian trade the No-Shammy round funnel here illustrated. The makers claim that the funnel takes the place of the old-style funnel



No-Shammy Extension Spout.

nel, with the added advantages of a dirt-separating screen and an anti-splash top. The screen is not guaranteed to remove water from gasoline, but will remove every particle of dirt. They also say: If you are positive that the gasoline you buy is free of water, this funnel will answer your every purpose, and it costs you no more than the old-style funnel.

The funnels are made in two sizes, F. 10— $12\frac{1}{2}$ x $14\frac{1}{2}$ in. high, capacity 10 gals. per minute; F. 12—9 x $11\frac{1}{2}$ in. high, capacity 5 gals. per minute. The funnels are copper-plated. Another line the firm offers is the extension spout, also illustrated. The spout is designed to fit their several types of funnels. The end which accepts the funnel-spout is flared, making the extension spout adaptable to practically every type of funnel.

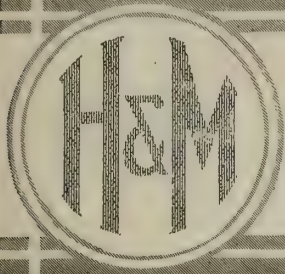
This spout is made of sheet steel with



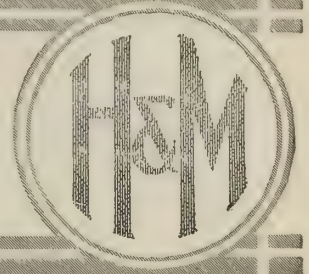
No-Shammy Round Funnel.

seamless corrugated elbows. It is heavily copper-plated, and strong enough for all purposes.

The spouts are made in two sizes, with 12-inch offset and with 18-inch offset, copper-plated finish.



Junior Clerk's Page



PUNCTUALITY.

ONE of the blackest marks an employee can have against him is that of arriving late at business. The habit of arriving late for business usually indicates a lack of punctuality in keeping appointments, and there is nothing more discourteous or unbusiness-like than to make engagements and then break them.

Punctuality has been called the courtesy of kings. Keep every appointment in mind and attend to it at the proper time. The correct time to keep an appointment is not 10 minutes before or 1 minute after, but on the minute. However, be there 10 minutes before rather than the 1 minute after, but be on time. If the other party is coming to see you, don't keep him waiting.

If necessary, put other work aside. Do as you agree to do in everything. If you are to keep an appointment away from your place of business, be sure to start on time. Don't delay in starting, in fussing with this, that and the other thing, with the result that once you do get started you get a cold chill up your spine when you discover you are short of time. Then everything crawls. The street car stops at every crossing, and really to your imaginative mind seems to be attending a funeral rather than carrying out its function of transporting live, human freight in the quickest possible

manner. After you are in sight of your destination you make a flying jump from your car, and race over to the appointed place to discover the other chap waiting none too patiently, with his watch in his hand and a scowl on his face. You are five minutes late.

Get the habit. One of the cardinal principles of success of some of our best business men is punctuality. Be on time.



USE YOUR SPARE TIME.

By Thos. Edge.

IF you have any leisure time on your hands do not let it go to waste.

Great things can be accomplished in your spare hours. These are the times to gain that inside knowledge of your business which you possibly lack now. They are the hours when men of persevering spirit acquire treasures of knowledge pertaining to not only their own business, but other outside interests as well. They make them the opportunity for furthering true education.

How often you have been in conversation with men who seemed just about the average in mentality, yet who surprised you with their knowledge of the details of a certain line of business, or possibly their grasp of certain political arguments on national affairs. You listen more or less in a maze to their argu-

ments on different themes possibly and wonder to yourself where they get their information. There is the whole thing in a nut shell. They are readers. They utilize their spare time in improving their knowledge along certain standard lines or possibly general lines as the case may be. I had a moderately successful business man tell me one time, that he was altogether too busy to read. Reading was alright for those who had nothing to do, but for a business man,—why he could apply himself to his business to a great deal better advantage than to wasting good hours reading current events.

That man never made a greater mistake. He was under the impression that he had made a fairly good success of life. Possibly he had—along one line—on almost any other he was an utter failure.

That man may, as stated before have been fairly successful in one line. Yet he was not, could not be the complete success he might have been had he taken a little time now and then to improve his knowledge on outside events. Undoubtedly he would have received ideas that could be used in his own business which would have been of great assistance to him. As it is, he is a narrow, crabbed, cranky freak of nature, whose thoughts never rise above the level of the safe in his office.

No. 6—Ethelbert Evergreen, the Junior Clerk.

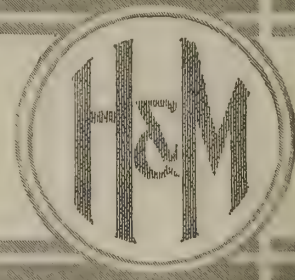
By Tom Bunt.





Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Retires from Business.

W. Bristow, of Elgin, Man., has disposed of his hardware business and has returned to Grenfell.

Disposes of Business.

Barrie, Ont.—J. R. Hambly, hardware dealer, has disposed of his business to L. Merrill and G. N. Hubbard.

Fire Losses.

Winnipeg, Man.—The hardware store and stock of W. A. Templeton was damaged to the extent of \$6,000 by fire.

Head Office, Strathroy.

Strathroy, Ont.—The head office of the Canada Handle Mfg. Co., Ltd., will be located here instead of London.

Adds Tinshop.

Creelman, Sask.—J. E. Wright, hardware merchant is adding a tinshop and will install a complete line of machines.

Ontario Incorporations

Canada Universal Nut Lock, Ltd., capitalized at \$100,000; head office, Toronto, to manufacture and deal in nut locks, etc.

New Manufacturing Firm.

Sarnia, Ont.—The Sarnia Metal Products Co. have completed their new factory on front street, opposite street railway property.

Hardwareman's Sudden Death.

Sudbury, Ont.—J. N. Glidden, manager of the Soo Hardware Co., Sault Ste. Marie, Ont., while visiting at Sudbury, dropped dead on the street.

Business Changes.

Melfort, Sask.—Cavanaugh & Seammel, general merchants at Pathlow, have disposed of their stock, W. Fraser taking the general merchandise and Millard Bros. the hardware.

C. S. Griffith Leaves For Ottawa.

London, Ont.—C. S. Griffith, local manager Imperial Oil Co., has been appointed manager of the Ottawa branch, and has already left for the capital to take up his new duties.

New Hardware Store in Sask.

The Hodson Hardware Co. has completed arrangements to open up a hardware store at Vidora, Sask., on or before April 1. A full line of hardware

will be carried, including harness and furniture.

Obtained Charter.

Chatham, Ont.—The Chatham Malleable & Steel Manufacturing Company, Limited, has received a charter, the directors being W. H. Westman, president; Ross Huff, vice-president; A. D. Westman, treasurer; James Richards and S. B. Arnold. The head office is Chatham and the company will manufacture stable equipment of all kinds.

Montreal Notes.

Alex. Gibb, St. Nicholas Building, Montreal, has been appointed representative of Ward & Payne, Sheffield, England, manufacturers since 1803 of high-grade edge tools, sheep shears, garden shears, carving tools, etc.

J. J. LaFerme, manufacturers' agent, Montreal, has gone to England on a business visit to firms which he represents in this country.

C. C. Ballantyne, vice-president and general manager of the Sherwin-Williams Co., reports that the country paint business east of Fort William is as good as a year ago, but that there is a falling off in Western Canada. "Our general sales," he says, "show a falling off compared with last year. This decrease is due principally to the smaller purchases by railroads and large manufacturers, together with the slowness of trade in Western Canada. As a whole, however, we have not reason to complain very much."

St. John Notes.

St. John, N.B., Feb. 13.—The merchants of St. John who participated in the recent "Dollar Day" held here are congratulating themselves upon the success of the venture. For a week or more previous to the event, which took place on Wednesday last, much advertising had been done telling of the "remarkable bargains to be had on Dollar Day," and naming the different stores sharing in the project. The day opened with a rush of business, which was well sustained throughout in all lines. The hardware trade in this connection was represented by D. J. Barrett in his new store in Union Street, and he is particularly well pleased with the results of the sale, as it was a most encouraging "cash-

sale" day. All articles were offered at a reduction, price tags of \$1 or multiples of a dollar being attached, from which the name "Dollar Day" was derived.

Winnipeg Notes.

James Fair, sales manager of Wood-Vallance Hardware Co., Winnipeg, has returned from California.

Mr. Hayr of the Hayr Hardware Co., Lethbridge, was in Winnipeg during bonspiel.

Among those taking advantage of the cheap rates to come to Winnipeg during bonspiel week were Mr. W. F. Collins of Luban, Sask., and Mr. Rowbotham of Heasman & Rowbotham, Wawota, Sask.

Death of J. N. Glidden.

Sudbury, Ont.—Death came suddenly to J. N. Glidden, of Sault Ste. Marie, a former resident of Sudbury. While visiting here, apparently in the best of health, Mr. Glidden was stricken with heart disease while out walking.

The late John Newton Glidden was born in Kingston, Ont., about fifty years ago. After leaving school at Kingston he entered business in the office of the Cleveland Iron Co., Cleveland, Ohio, accepting the position of office manager with the Canadian Copper Co. at Copper Cliff in 1892. He remained at the Cliff until 1900, rising to the position of business manager, a position in which he was succeeded by A. P. Turner, who afterwards became president of the company. Mr. Glidden then removed to Sudbury and acquired an interest in various nickel properties.

From Sudbury he returned to his old home in Kingston and engaged in mining mica, also spending some time in British Columbia in the same business. In 1907 he returned to Sudbury and was instrumental in the formation of the Dominion Nickel-Copper Co., Ltd., in which he became manager, holding this position until the summer of 1911, when he became general manager of the same concern. In January, 1913, the Dominion Nickel Co. sold its holdings to the British-American Nickel Corporation, Ltd., and Mr. Glidden retired to the Soo, where he was interested in various concerns, including the Soo Hardware Co., in which he held a controlling interest and which he disposed of a short time ago.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

CANADIAN vs. AMERICAN.

Edmonton, Alta., Feb. 8, 1915.

Editor Hardware and Metal,
Toronto.

A few weeks ago a letter appeared in Hardware and Metal from a Canadian manufacturer complaining that a great many hardwaremen were purchasing a considerable amount of their supplies from across the border. From a Western dealer's point of view it is surprising that we do not buy all our goods from the United States for the American manufacturers and jobbers appear to keep in closer touch with the dealers than the manufacturers in this country. We are constantly receiving catalogues, price lists and advertising matter from them which goes a long way to show that they are alive and enterprising and anxious to help the sale of the goods which they handle.

Some time ago I wrote two fool manufacturers, one British and the other Canadian, asking them for anything in the shape of selling helps as I stocked their goods. The one replied that they "Never had anything of the kind," while the Canadian went one better by saying that although they had none at the time they would forward some later. I have not heard from either firm since. On the other hand, at the present time, I have a pile of advertising helps, cut-outs, newspaper cuts, demonstration boards, illustrated boards, etc., from American manufacturers, a good many of which cannot be used because I have not got the goods. Not one Canadian manufacturer has as yet sent a "Made in Canada" sign, although they could be used to advantage in window displays and merchants would be glad to get them.

Mr. Editor, I herewith enclose a letter from an American manufacturer which is a distinct contrast to the replies mentioned above. Mr. Canadian Manufacturer please take note.

WESTERN DEALER.

Following is the letter from the American manufacturer:

"Gentlemen,—In accordance with your recent request we are sending you by Adams Express, prepaid, three demonstration boards and three lithographed signs.

"If you experience any trouble in getting this advertising matter from the Customs House, kindly advise us, or better still, pay the duty whatever it amounts to, charge us with same and we will remit immediately. We want to place this advertising matter in your hands absolutely free.

"The enclosed booklet describes a few additional helps which we would be glad to send you if you are interested in them. Simply check off on the coupon and mail at once."

FROM AUSTRALIA.

Melbourne, Australia,
January 13th, 1915.

The Editor,
"Hardware and Metal,"
143-53 University Avenue,
Toronto, Canada.

Dear Sir,—We greatly appreciate the use you made of our letter and the other information with which we furnished you regarding the openings for Canadian manufacturers in the markets of Australia and New Zealand. The publication of our request in your pages has brought us letters from a few manufacturers in the Dominion who believe they can meet some of our requirements. With these we will deal in our next issue, setting out who the manufacturers are and what they can supply. This will bring their names and goods before our readers, and may lead to correspondence with agents here prepared to push any of the lines. A copy of our next number will be forwarded to you in due course.

Again thanking you for your interest in this matter,

I am,

Yours truly,

AUSTRALASIAN HARDWARE &
MACHINERY;
W. G. Piper, Editor.



Obituary.

Hamilton, Ont.—The death occurred here at the age of 84 years of J. M. Weber who, many years ago carried on a large hardware business here.

J. R. Hambly Selling Out.

Barrie, Ont.—J. R. Hambly, who has carried on a hardware business for fourteen years, will turn over his store on March 1st to L. Merrill, of Tillsonburg, and G. N. Hubbard, of Hamilton. It is said that Mr. Hambly will reside in Barrie.

Dominion Incorporations.

The Kaufman Rubber Co., Ltd., capitalized at \$2,000,000, head office Berlin, to carry on trade and commerce throughout Canada and other countries in rubber and rubber products.

Leased New Store.

Halifax, N.S.—Morton & Cragg have leased one of the most spacious stores in the Thompson Block and will move on May 1. The firm will have a floor space on the ground floor of 1,900 square ft., in addition to a large show-room upstairs. A number of new lines will be carried in the new store.

Personals.

W. A. C. Hamilton, secretary-treasurer of the Consumers' Cordage Co., has returned to Montreal from a business trip to the Maritimes, and reports that, outside of the lobster fishing, conditions are about normal.

OFFICERS ELECTED.

The annual general meeting of the shareholders of Canada Foundries and Forgings, Limited, was held at the company's office, Brockville, Ont.

The following board of directors was elected:—

Robert Bowie, Brockville, Ont.
F. C. Billings, Hartford, Conn.
John H. A. Briggs, Brockville, Ont.
Henry Bertram, Dundas, Ont.
W. H. Comstock, Brockville, Ont.
John T. Dillon, Titusville, Pa.
Thos. J. Dillon, Welland, Ont.
J. Gill Gardner, Brockville, Ont.
Hon. Geo. P. Graham, Brockville.
Henry B. Housser, Toronto, Ont.
Clarence F. Smith, Montreal, Que.
William M. Weir, Montreal, Que.

The directors afterwards chose the following officers:—

Wm. M. Weir, president.
Robt. Bowie, vice-president.
John H. A. Briggs, secretary-treasurer.

Mr. Gill expressed a desire to be relieved of the presidency, which he has held since the inception of the company, and his resignation was with much regret accepted.

The prospects of the company for the coming year were reported promising, many large orders having been received ensuring the active operation of the plants of the company for many months to come.



A UNIQUE DRESSING.

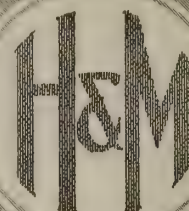
Mention was made in "Hardware and Metal" of a fortnight ago concerning a most original and attractive window display in the store of W. H. Thorne & Co., Ltd., a British "battleship" made up by one of the clerks, Rowland L. Gandy. Now their windows are again to the fore so far as a unique and distinctive "trim" is concerned, for there is an aeroplane in full flight mounted on the wing in one of the large windows in King Street. For richness of display it is on a par with the "battle cruiser" previously referred to, which was built of articles offered for sale in the store, ranging from a mouse-trap to a coal-hod.

The airship is, in fact, a large wide-rung stepladder. Its lower frame is held in position horizontally with the hinged side slanted upwards. The driver's seat is arranged amidships—an infant's bath tub snugly resting on the steps of the ladder. The planes are little more than wash boards, with the zinc part downwards, giving them the "wave-like" appearance of the air-craft, while articles of tinware form the propeller. The display has attracted considerable interest, and has been much admired.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

So many price changes have taken place and new situations developed as a result of the Budget brought down last week that it is difficult to summarize them in the space devoted to "Markets at a Glance." Every hardwareman should read the market reports on this and the following pages. They are full of interesting information for the hardware merchant. The trade, as far as prices are concerned, is greatly unsettled and quotations on many lines have been temporarily withdrawn. Price re-adjustments are taking place and many advances have already occurred. As predicted by Hardware and Metal last week, nails have already advanced. White lead, turpentine, wire, metals, cutlery, galvanized wares and many other lines have also advanced. The increase of $7\frac{1}{2}\%$ in the intermediate and 5% increase in the general tariff and the abolishment of practically the whole of the free list have affected nearly all hardware lines.

MONTREAL.

MONTREAL, Feb. 18.—While the change in the tariff, as embraced in the Ottawa budget of last week, and in relation to the hardware trade presented few, if any, surprises, the situation this week is very much unsettled. Price changes all along the line are to be looked for, although in many lines the manufacturers and the wholesale trade will absorb a good portion of the increase. Some quotations are changed; others are in process of change, and will be announced next week; others again have been withdrawn and in not a few instances the changes which are effective in one quarter are not in another, although the trade is working towards the same goal, and will come to an even basis in the end.

The time for new prices to go into

effect will depend to a considerable extent upon the nature of the articles and the stocks on hand, or the raw material held by manufacturers. Thus it may be expected that for some time the difference in prices will be largely absorbed—and in slow moving lines the delay will be longer. Generally speaking, the advances which have been made are an almost direct application of the tariff increases.

So far as the trade is concerned the tendency seems to be to take the advances much as a matter of course, and there has been little activity in the buying. The attitude seems to be that if the price advances, then it will go up to the consumer and little effort is being made to increase stocks.

Practically all metal products are affected. Barbed and smooth fence wire, chain, Canada and terne plates, copper ware, tinware, enamelware, etc., iron and led pipe and anvils, are among the items already advanced in addition to the raw metals, while prices on horseshoes and horseshoe nails, wire and cut nails, augurs, bolts and nuts, brass products, files and rasps, hinges, grass and corn hooks, sad irons, poultry netting, etc., may be considered as under consideration with the probability of adjustments to higher prices. American ammunition should be affected, and also American alarm clocks and other lines of miscellaneous shelf goods, imported cutlery, etc.

The Metals.—Practically all metals are affected by the change in the tariff, even lead, which is produced in this country, being sold on the basis of the

American markets. Thus it may be expected that there will be advances practically all along the line. Some price changes have already been made, as in tin, copper, spelter and zinc, while iron and aluminum are also ranging somewhat higher. Brass, lead, etc., may be expected to show higher prices shortly. The tendency seems to be for the trade to absorb the advance to some extent, and quotations will, therefore, be found irregular in many instances, owing to some dealers having larger stocks on hand than others.

Tin.—A further advance in tin of 2c a lb. over the 44c quoted a week ago is noted, and the quotation is firm on the advance. The change is due to tariff advances almost entirely, as there is little change in the market in New York as compared with a week ago. London is 3c above New York, but it is evident that this is discounted on this side, as supplies could be secured direct were the trade with England interfered with by the German naval programme.

Copper.—An advance is noted in copper, the price being now 16c to a fraction above. Here, too, the influence is the tariff almost entirely, for there is practically no change at New York, and the tendency is easier, if anything, as the German submarines may be able to interfere with shipments to London.

Solder.—Advances in the price of solder may be looked for at any time, as this is warranted, and has been for some time, by the price of tin. However, the tendency still seems to be to encourage demand by keeping the price low so long as cheap stocks last. Advances, therefore, are likely to be irregular. Quotations are $19\frac{1}{2}c$ to 22c for half-and-half, and 22c to 24c for "strictly."

Zinc.—The quotation for zinc shows a further material advance to \$13 and \$13.50, which is a full cent above a week ago. Here the advance may be due as much to the market as to the tariff, for there has been an additional advance of $\frac{1}{2}c$ in the States following the same increase a week ago. The American quotation is now 12c f.o.b. smelter.

Other Metals.—Aluminum has been advanced about 1c, and may go higher. Brass has not generally been changed, but should go up on the strength of the tariff, and an advance of $\frac{1}{2}c$ in the

MONTREAL QUOTATIONS.

Tin	46c
Spelter	\$9.75
Copper	\$16.00
Lead, Trail, cwt.	\$5.00
Lead, Imported, cwt.	\$5.00
Antimony	19c
Solder, $\frac{1}{2} \times \frac{1}{2}$	$19\frac{1}{2}$ to 22c
Solder "strictly"	22c to 24c
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	\$2.15 base
Cut Nails	\$2.50 base
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hémp	11c base
Sisal	$9\frac{1}{2}c$ to 10c
Lath Yarn	$8\frac{3}{4}c$ to $9\frac{1}{4}c$

States. Lead remains the same, but very firm on the tariff increase. Spelter has advanced to 9 $\frac{3}{4}$ c, which is $\frac{1}{2}$ c over a week ago; this increase is warranted on account of the market at St. Louis, where 8 $\frac{1}{2}$ c is being quoted, and there may be further advances shortly considering the tariff. Antimony remains at \$19, but this is a bottom price, and, judging from the American market, where Cooksons is quoted at \$20 and better, the trade may be expected to pay considerably more if the conditions hold.

Bar Iron and Steel.—Higher prices here are warranted, but there seems to be some reluctance about an immediate advance. Quotations indicate \$2 to \$2.05 as the base, compared with \$1.95 to \$2.05 a week ago. Some quotations on steel have advanced 10c.

Galvanized Sheets.—Prices here are under consideration, and should be changed by next week. The advance of 10c of a week ago has become general, and higher prices are to be expected.

Nails.—For the present the price of nails, with the base for wire at \$2.15, remains unchanged. However, makers are calling for specifications on this basis, and prices may be changed at any time. This basis has been comparatively high for some time.

Iron and Lead Pipe.—The effect of the tariff has already been further advances in the prices of wrought pipe, as announced a couple of weeks ago. The change is about 5 per cent., the minimum for smallest sizes being \$2.16, as compared with \$2.07, and less than a hundred feet about 10c above; new lists will be fixed for next week.

Bolts and Screws.—Prices here have been strong for some time owing to advancing costs for raw material, and the tariff change may be expected to bring about some revision of prices in the near future.

Wire Fencing.—The tariff has a direct effect upon the fencing industry, and

should benefit Canadian makers. Already barbed wire has been advanced 15c a cwt., coil spring wire 20c, and plain

GALVANIZED WARES ADVANCE.

An advance has taken place at Toronto, Montreal and London on galvanized wares amount to ten per cent. Dufferin and English pattern pails and light galvanized tubs are now quoted at 45 per cent. discount instead of 50 per cent. as formerly. All other lines of galvanized wares are quoted at 40 per cent. discount instead of 45 per cent. as formerly.

galvanized 25c, the quotations standing as follows:—

Barb	\$2.50
No. 9 coil spring	2.45
No. 9 plain galvanized	2.40
No. 12 " "	2.55
No. 13 " "	2.65
O. and A. No. 10	2.36
" 11	2.42
" 12	2.50

Wire materials in general may all be expected to advance on the strength of the tariff changes.

Poultry Netting.—The tariff has had an immediate effect on poultry netting, for, while there is no increase announced as yet, the discounts have been cancelled for the time being and a new basis is being awaited.

Builders' Hardware and Materials.—No advances for the immediate future are indicated in builders' hardware. The demand is so small that it is felt it will be some time before there is an adjustment of stocks, which will require changes, and in the meantime the advances on small importations will be absorbed.

Advance in Utensils.—Tariff changes were immediately effective on prices for kitchen utensils. Following the advance of 10 per cent. on galvanized ware a week ago there are further changes as follows:—

Galvanized ware advance..... 5%
Copper ware advance..... 10%
Enamelware, lacquered ware and
Japanned ware advance..... 2 $\frac{1}{2}$ %
The latter item when referring to
imported ware will be 10 $\frac{1}{2}$ %

Complete price lists will be issued in a few days.

Chain and Anvils.—English anvils have already been advanced 5 per cent. by some firms; other changes may be expected on imported lines. Proof coil chain has been advanced 25c, and other chain is also likely to be dearer.

Proof coil, per 100 lbs., $\frac{1}{4}$, \$7.50; 5-16, \$5.35; $\frac{3}{8}$, \$4.60; 7-16, \$4.30; $\frac{1}{2}$, \$4.05;

9-16, \$4.05; $\frac{5}{8}$, \$3.90; $\frac{3}{4}$, \$3.85; $\frac{7}{8}$, \$3.65; 1, \$3.45.

Plates.—There will be general adments have not been made. The following changes are now effective:—

Canada, ordinary, 52 sheets, \$2.90-\$3.

Canada, all bright, 52 sheets, \$4.10.

Charcoal terne, 1C 20 by 28, 112 sheets, \$8.50.

Horseshoes and Nails.—Prices for horseshoes and horseshoe nails are firm on the old basis, but advances are being looked for from the makers.

TORONTO.

TORONTO, Feb. 18.—As was expected, the tariff announcement has been the principal subject for consideration in hardware circles this week. Opinions naturally vary as to the effect the higher tariff will have on trade, but taking everything into consideration, it is highly improbable that it will make much difference in the volume of business or cause any serious dislocation. There will of necessity be extra labor entailed in preparing price sheets and some time will elapse before the situation is entirely adjusted. The higher tariff may have the effect of temporarily depressing business to some extent, but as consumers have for some time past been restricting their buying to such goods as were more urgently needed, it is probable that the general situation will be much the same as it was previous to the budget.

With regard to imported goods, jobbers have advanced quotations 7 $\frac{1}{2}$ per cent. on most American lines and 5 per cent. on English goods, such as cutlery, builders' hardware and many other lines. In some cases Canadian-made goods have advanced on account of the increase in raw materials. In other domes-

TORONTO QUOTATIONS.

Tin	43c
Copper	16 $\frac{1}{2}$ c
Lead	5 $\frac{1}{2}$ c
Spelter	10 $\frac{3}{4}$ c
Antimony	20 $\frac{1}{2}$ c
Aluminum Ingot	23 $\frac{1}{2}$ c
Aluminum Pattern	24 $\frac{1}{2}$ c
Solder, $\frac{1}{2}$ x $\frac{1}{2}$	25c lb.
Wire Solder	28c lb.
Wiping Solder	21c lb.
Tinker's Bar Solder	27c lb.
Wire Nails	\$2.20 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9 $\frac{1}{2}$ c base

NEW QUOTATIONS IN EFFECT AT TORONTO ON IRON PIPE.

PIPE, STANDARD WROUGHT,

Size	BUTT WELD.	
	Black	Galvanized
	per	per 100 feet
$\frac{1}{4}$ " and $\frac{3}{8}$ "	\$ 2.16	\$ 3.06
$\frac{1}{2}$ "	2.64	3.57
$\frac{3}{4}$ "	2.99	4.26
1"	4.42	6.29
1 $\frac{1}{2}$ "	5.98	8.51
2"	7.15	10.18
2 $\frac{1}{2}$ "	9.62	13.69
3"	15.21	21.65
3 $\frac{1}{2}$ "	19.89	28.31
4"	23.92	34.04
4 $\frac{1}{2}$ "	28.34	40.33

LAP WELD

2"	11.10	15.17
2 $\frac{1}{2}$ "	15.80	22.23
3"	20.66	29.07
3 $\frac{1}{2}$ "	24.84	34.96
4"	29.43	41.42
4 $\frac{1}{2}$ "	35.56	48.26
5"	41.44	56.24
6"	53.76	72.96
7"	76.16	102.34
8" x 25 lbs. per ft.	80.00	107.50
8" x 28 lbs. per ft.	92.16	123.84
9"	110.40	148.35
10" x 32 lbs. per ft.	102.40	137.60
10" x 40 lbs. per ft.	131.84	177.16
12"	175.00	

tie lines, no change has been made so far, but it is expected that there will be further advances as soon as the situation has been investigated. Jobbers are busy readjusting their price lists and it may be a week or two before this work is completed. In the meantime, our current market quotations will be changed, and the necessary corrections made to correspond with the new lists as they come out.

Among the principal lines which have advanced are galvanized sheets, Canada plates, tin plates, black and corrugated sheets, wire nails, boiler plates, pig iron, all ingot metals, spelter, zinc sheets, copper rivets, boiler tubes and wrought iron plate. Some other lines are expected to advance almost immediately, such as shovels, spades, cotton waste, cotton duck, woven wire cloth, poultry netting, leather belting, etc.

The trade has been unsettled during the week on account of the tariff changes but now that the extent of the new duties is known, there will be a revival of business. Conditions in the trade are quiet and below normal, although the outlook is improving. Some lines will probably be affected by the tariff as regards sales, but, generally speaking, there should not be much falling off in business on this account as the public appreciate the situation and will not object to paying more for goods under the circumstances.

Metals.—All metals in the form of pigs or ingots have until recently entered Canada duty free, consequently the imposition of 7½ per cent. duty has not only increased the market price of these metals considerably, but has also had the effect of curtailing the volume of business during the week. Locally the metal markets are in a disturbed condition, but will settle down as the situation is adjusted and consumers enter the market to fill their more urgent requirements. Apart from the duty of 7½ per cent. which has been added in all cases, there have been no changes except spelter, which advanced ½c per pound. The primary markets are all firm which is reflected locally. Some makers have advanced babbitt metal, while others have not done so for the present. Solders are unchanged this week, but will no doubt have to be advanced in sympathy with their component metals.

Tin.—The tin market is firm in London on good demand. The price locally has advanced to 43c per pound largely on account of the duty.

Copper.—The copper market is quiet and unchanged at New York, but the position is strong. Copper is quoted in the local market is 16½c per pound.

Spelter.—The extraordinary situation in spelter continues and the price has advanced ½c per pound. It is reported

locally that supplies are difficult to obtain, the inference being that the metal has been cornered. Spelter is quoted in Toronto at 10¾c per pound.

Other Metals.—Antimony is strong and in good demand, being quoted at 20½c per pound. Aluminum is quiet at 23½c per pound. The lead market is quiet but very strong, with good enquiry. Lead is now quoted at 5½c per pound.

Bar Iron and Steel.—The extra 7½ per cent. duty on steel bars from the States is equivalent, at the present Pittsburgh price, to \$1.80 per ton laid down in Canada. Warehouse prices, however, are unchanged in the meantime. Canadian mills have not as yet changed their quotations and no information is at present obtainable regarding what steps they propose taking. Prices on domestic bars are quoted at \$2 base.

Pig Iron.—All brands of pig iron have been advanced except Hamilton, which is under consideration. Business continues dull, and it is difficult to say what effect, if any, the higher tariff will have. Victoria is now quoted at \$20 and Hamilton at \$17.

Scrap Metals.—The demand continues light and prices unchanged except for copper scrap, which has advanced ½c per pound. The following are new quotations: heavy copper, 10½c; zinc, 5c; composition, 9½c; heavy brass 8c, and light brass 6c per pound.

Wrought Iron Pipe.—The increase in cost of raw materials due to the higher tariff has caused an advance in wrought iron pipe. The new list is given in a panel on another page.

Galvanized Ware Higher.—There has been an advance in prices of galvanized

ware due largely to the increase in cost of spelter. The new discounts on Dufferin and English pails and washtubs is 45 per cent., other lines 40 per cent. This represents a lower discount by 5 per cent., which is equivalent to an increase in price of 10 per cent.

Galvanized Sheets.—All lines have been affected by the tariff and prices have advanced 10 cents per 100 lb., all round. The new lists are given in the current market quotations.

Canada Plates.—Prices have advanced as follows: Ordinary and polished, 15c per box, and galvanized 25c per box. Detailed prices are given in the current market quotations.

Kitchen Utensils.—It should be noted that wares have not advanced. This includes copper, enamel and tinware. Prices are shown in the current market quotations.

Rope and Twine.—Prices are unchanged this week but an early advance is anticipated. Wastes, wrapping cotton and duck are all expected to advance in the near future. Prices are given in the current market quotations.

Stoves and furnaces.—Business continues dull. Prices have not been affected so far by the tariff changes.

Copper Rivets.—A change in price is to be noted. The new discount on rivets and burrs is 35 and 5 per cent.

Poultry Netting.—There has been no change this week in netting, but it is expected that prices will be advanced on account of the tariff, and also the higher cost of raw materials. The English makers have advanced their prices approximately 5 per cent., to which must be added an extra 5 per cent. duty. Netting list is given in the current market quotations, but prices have been withdrawn temporarily.

Woodenware.—The situation is such that prices will very probably advance on account of the increased cost of materials. At present prices are unchanged and are given in the current market quotations.

Brushes.—The market continues to be in a very unsettled condition and the situation shows no improvement. Bristles are still very scarce and will continue to be so for some time, most probably until the war is over, as a great deal of bristle comes from Russia and Galicia. Prices are unchanged but an advance may be made at any time. Brooms have advanced 20c per dozen on account of the duty, which has been placed on broom corn, formerly on the free list.

Wire Nails.—The advance predicted in Hardware and Metal last week has proven correct as wire nails are now 15c higher, the new price being \$2.20 base. Cut nails are unchanged at \$2.70 base. Wire nails will probably go still higher.

WINNIPEG QUOTATIONS.

Solder	25c-26c lb.
Wire Nails	\$2.80 base
Cut Nails	\$3.35 base
British Manila Rope ..	12c lb. base
Pure Manila Rope—15½c	lb. base
Sisal	10½c lb. base
Tarred Marline, per lb.	26c
Linseed Oil, raw	79c gal.
Linseed Oil, boiled	82c gal.
Poultry Netting	50% off
Turpentine	75c
Wood Alcohol:	
Single gals	\$1.20
Five gals.	\$1.15
Galvanized Iron, 28 English	
Apollo:	
Fleur de Lis	\$4.75
Queen's Head	5.10
Corrugated Sheets, 28-gauge	
galvanized	\$3.45
Glass, First Break	\$5.25
Sheet Zinc:	
Cask lots	11¼c
Small lots	11½c

LONDON.

LONDON, Ont., Feb. 18.—As a result of tariff changes a number of advances have taken place in quotations on hardware lines. The lines so far affected are nails, white lead, barbed wire, sash cord, copper rivets and burrs, linsed oil, turpentine. Nearly all American lines will be advanced about 7½ per cent., English goods 5 per cent., and most of the changes will take place almost immediately. Many lines of Canadian manufacture will also be advanced on account of the duty on raw materials. New prices on iron pipe will go into effect in a few days. Business so far this week is fair.

Nails, Wire, etc.

Wire nails have advanced to \$2.10 base, and further advances are expected. Wire from stock is 15c per 100 lbs. high-er, and quotations are now:

	Per 100 lbs.
Barb wire	\$2.55
No. 9 coil spring	2.35
No. 9 plain galvanized	2.30
No. 12 " "	2.45
No. 13 " "	2.55

Cut nails remain at \$2.70 base.

A new price is out in copper rivets, which are now quoted at 35—5 per cent.; copper rivets, with usual proportion of burrs, 35—5 per cent.; copper burrs, 15 per cent.

Sash Cord Goes Up.

Sash cord has advanced ½c per pound, and is quoted: No. 8-9-10-12 at 25½c lb.; No. 7, 26c lb.; No. 6, 27c lb.

Spring Goods.

Although changes on spring line have not yet taken effect, many are expected shortly. Glass remains unchanged at present.

Lead, Oil, etc.

White lead has advanced, and quotations now are:

	Tons.	Less Tons.
Genuine elephant	\$8.90	\$9.20
Decorator pure	8.60	8.80
Tiger	8.60	8.80
Painter perfect	8.10	8.30

Turpentine has advanced 2 cents per gallon, and is now quoted in single barrels at 66c per Imperial gallon; 65c per gallon in 2-4-barrel lots; 73c per gallon in 5-gallon lots.

Putty and glass remain unchanged at present.

WINNIPEG.

WINNIPEG, Feb. 17.—The recent change in tariff, made by the Dominion Government as a means of providing for the decreased revenue resulting from war conditions, is undoubtedly going to make necessary many advances in hardware lines. The

full extent of these cannot be indicated as yet. It is probable that these changes will be taking place for the next month, and not until three or four weeks have passed at least will the market assume anything like a steady price basis. Dealers, however, can make up their minds immediately that hardware lines generally are going to advance. There will be two of three exceptions, but the tendency will be upward. The upward movement, moreover, is likely to be more than 7½ per cent., as not only is there this duty to pay, but also high cost of raw materials must be covered.

Galvanized Ware Up.

Galvanized ware has advanced about 13 per cent., the general discount now being quoted at 30 per cent. instead of the old 37½ per cent. Light pails and light and heavy tubs are now quoted at 37½ per cent. off the lists in place of the old 45 per cent. Heavy pails are at the general quoting of 30 per cent. off instead of the old 37½ per cent. off. Some lines here have not advanced, notably certain shapes of oil cans.

Beaver board is one line which shows a downward tendency. This is now quoted at \$26.25 per 1,000 ft., in place of the old \$27.50. For 5,000 feet and over \$24.75 is the quotation.

Lacing Up 5c.

Lace leather has taken a 5c advance. This, of course, is due to the higher price of leather which has resulted from the heavy demand caused by the war. Present quotations are:

Sides raw hides	\$0.95
Sides tanned	1.00
Cut raw hide	1.05
Cut tanned	1.10

White Lead Moves Up.

An advance in white lead has been predicted for some little time. The recent increase in the price of oil, and the higher quotations on pig lead have made this inevitable. The new and higher level has been struck this week, quotations being as follows:

Elephant, genuine, ton lots	\$9.50
Less than ton	9.80
Decorators', pure, ton lots	9.20
Less than ton lots	9.50
Decorators', special, ton lots	8.20
Less than ton lots	8.50

For brushes a general advance of 10 per cent. might be expected, were it not for some manufacturers having assumed the attitude that they will give the dealer the advantage of their foresight. These manufacturers secured their bristles before the heavy advance, and are giving the trade the brushes made from these bristles at the old quotations. Generally, however, brushes are 10 per cent. up, and as soon as these manufacturers who are now treating the trade so fairly have

to buy new stock, the advance in the West will of necessity be general. Prices of paints have not as yet advanced.

Some Sporting Goods Up

For certain lines of sporting goods dealers will have to pay higher prices this spring. This is especially true of footballs, golf bags, shin-guards and other goods into which leather enters. The advance on these lines is from 10 to 20 per cent., and perhaps will be still heavier. The cause, of course, is that manufacturers are having to pay very much more for their leather.

Hard On Anglers.

Fishing tackle is another line which is going to cost more this spring. This comes largely from Belgium. There is no flax there for its manufacture, and so the increase has been struck. Such increases too will be only the first of upward movements.

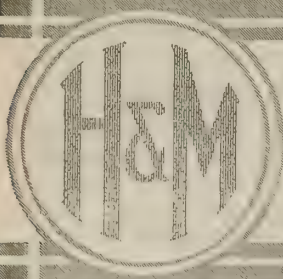
For galvanized plain and barbed wire an advance of \$1 per ton has been struck in Pittsburgh. It is not at all certain that this will bring a change in prices on the Manitoba market. Competition has been keeping the line down here, and while it seems quite probable that the manufacturer will take advantage of the 7½ per cent. duty to raise the price of barbed and plain wire so that there will be a reasonable margin of profit, there is no certainty in this regard.

It is very plain that paint lines will shortly be put upon a higher level by reason of the new tariff. Indeed, this seems a time when dealers might well order. It cannot be said with any certainty that manufacturers would be able to make delivery at present prices, but if such delivery were asked immediately they might be secured.

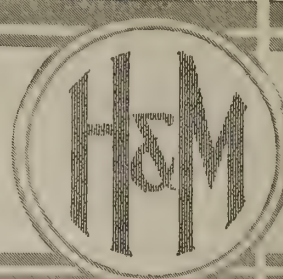
Time to Look Over Glass Stock.

The present tax on lead of 20 per cent., of zinc of 5 per cent., will now be increased by the added 7½. So with glass: the present duty of 12½ per cent. will be raised to 20 per cent., and owing to market conditions, dealers may expect a rise in prices of much more than this 7½ per cent. It is a splendid time to order glass for any merchant who has not his supply on hand.

Whiting, which has been coming in free for some time, will now be faced with 5 per cent. preferred tax. This is practically certain to mean an advance in the price of putty. Only a few probable changes are mentioned here. More will be taken up as the situation develops, but it is very evident that the whole trend is upward, and there will probably be a large number of price changes to report next week. Price clerks will be extremely busy for some weeks to come and retailers as well as wholesalers will have to adjust their prices to meet new conditions.



Weekly Paint Markets



MONTREAL.

MONTREAL, Feb. 18.—The tariff changes are the great factor in the paint markets this week. While there are a number of important changes already noted, and more are in consideration for immediate action, the situation in general has not as yet been completely sized up. So sweeping are the effects of the advances that it will take time for their consideration from all aspects, and adjustments are, therefore, a matter of a little time. Lead was immediately affected by the increase on "pig," and has gone up 25c. Turpentine has advanced 3c a gallon, and Paris green is up 2c. Glass is expected to advance before the end of the week.

So far as the price of mixed paints is concerned action has not been taken. Makers are not inclined to take advantage of the increased costs as regards prices to the trade on account of the comparatively quiet demand and the fact that, generally speaking, stocks have been secured for the spring deliveries. The opinion has been heard that an advance all round would appear to be logical by the 1st of May, when higher costs of materials would be effective, while a suggestion has been heard that increases might be made before that time effective to those upon whom travelers had already called. However, this last proposal does not appear to be feasible. Generally speaking, the trade can hardly make a mistake in hesitating with regard to buying; if prices do not advance until present stocks are exhausted certainly they cannot come down in view of the many factors which have tended to increase costs of materials. Lead has already advanced, and zinc, gums, benzine, and wood oil are among the important items in the raw lists affected, not to mention colors and chemicals, which have been hard to secure under any conditions since the outbreak of the war.

The tariff changes did not precipitate heavy buying on the part of the trade, although jobbers covered themselves generally on lead before the higher prices went into effect on Wednesday. For the most part the trade is continuing to display conservatism in placing orders, despite the advancing costs of raw materials.

Linseed Oil.—Although there has been

nothing to affect the oil market to any material extent during the week, the tendency in the trade is for higher prices, indicating that business is on a more solid basis and dealers are taking more profit. During the period when the market was changing rapidly prices covered a wide range and indicated that quotations were ruled by individual stocks and buying, but for several weeks the market has been steadier, and dealers have evidently been able to adjust themselves. For the time being 70c and 73c appears to be the usual price, but the top of the market is 2c above this. Crushers are charging 68½c and 71c, as a week ago, and they report the market as steady to strong, with little change recently.

	Raw.	Boiled.
1 to 2 bbls.	68½c 72c	71c 75c
3 to 5 bbls.	67½c 71c	70c 74c
6 to 9 bbls.	66½c 70c	69c 73c
10 bbls. and over..	65½c 69c	68c 72c
5-gal. lots	70½c 74c	73c 77c
5-gal. cans 50c each; 10-gal. cans 75c each.		

Gasoline and Benzine.—The situation regarding gasoline, benzine and coal oil has been complicated on account of the tariff changes. Adjustments not having as yet been made, there have been no changes in the prices, but advances would seem to be likely within the next couple of weeks. When tariff changes were discussed the refining companies introduced a protective clause into their contracts which indicated that a war tax would be a factor in prices. The situation now is, however, that a portion of the supply of gasoline, benzine and oil, which is of Canadian production, is not affected, and that which comes from the United States bears the increased duty—thus the difficulties in arranging prices.

Turpentine.—The tariff advance has had the direct effect of increasing the price of turpentine 3c a gallon, putting the refiners at 66½c. However, instead of bringing a more solid basis into the quotations of the dealers, the spread seems to have increased, and while 66c is heard as the low, there are quotations as high as 70c.

	Per gal.
½-bbl. lots	69-73c
1-bbl. lots	66-70c

2 to 4-bbl. lots	65-69c
5 to 10-bbl. lots	64-68c

Glass.—The effect of the advance in the tariff is directly felt on glass. At writing there has been no advance in the price, but dealers state that there will be an increase in all probability before the end of the week. This increase will be figured on the basis of the advance in the duty.

Putty.—With the duty further affecting the cost of whiting and advances in linseed oil continuing, higher prices for putty would be in order were it not for the fact that the smallness of demand tends to keep the market down. However, price adjustments here will now be considered. Even more important than the increased duty in connection with whiting has been the higher freight rates which make the cost of transportation even greater than the cost of the material.

White Lead.—The duty having a direct effect upon pig lead, which advanced 30c, white lead has been advanced 25c—5-ton lots, \$8.40; ton lots, \$8.70; and less than ton lots, \$9, are the prevailing quotations. This advance went into effect on Wednesday, and the interval following the tariff saw more fairly active buying to cover by the trade.

Paris Green.—An advance of 2c a lb. on the range of prices announced a couple of weeks ago has been made as the result of the advance in the tariff.

TORONTO.

TORONTO, Feb. 18.—The budget proposals have, of course, excited considerable interest in the paint market this week. A number of lines have already been affected and further changes in prices are anticipated. Materials imported from the States are, of course, subject to the 7½ per cent. tariff, while English materials have an additional 5 per cent. The most important advance this week has been in white lead, which is now 25c per 100 lb. higher. Whiting, although subject to the 5 per cent. duty, is unchanged. Paris green is up 2c per pound and turpentine has advanced 2c per gallon. Linseed oil has advanced 1c and is strong. Glass prices are unchanged, although there is



MARTIN-SENOUR PAINTS AND VARNISHES

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1915 THE MARTIN-SENOUR YEAR 1915

This year is particularly a Martin-Senour year because people are buying more carefully. They are thinking of quality and looking for value.

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THE FOLLY OF BUSINESS FEAR.

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The story of Martin-Senour quality and service will be carried into almost every home in Canada by mediums of publicity, mailing campaigns. Interior and Exterior display features will also help.

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Let both of us make use of it.



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PRODUCERS OF PAINTS AND VARNISHES

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PURE
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Paints
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Varnishes

We make
the paint that you
can sell quickly

This is the paint that is easily applied,
looks well on the job and lasts.

There's 100% VALUE IN EVERY CAN
and the product shows it.

Let us put our proposition before you now.
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R. C. JAMIESON & CO., LTD.

ESTABLISHED 1858

MONTREAL and VANCOUVER

Owning and operating
P. D. DODS & CO.

a possibility of an advance. There has been no change in coal oil and gasoline. English glues are higher on account of the tariff.

An improvement in the volume of trade is noticeable this week. The city trade is picking up and spring bookings continue satisfactory. White lead is moving out well and the demand for linseed oil and turpentine has improved. Collections are slow and show no improvement.

Linseed Oil.—As anticipated in Hardware and Metal last week, oil is higher. An advance of 1c per gallon is to be noted this week, and the market is firm. The following prices are being quoted in Toronto:

	Raw.	Boiled.
Single bbls.	71	74
3 to 5 bbls.	70	73
6 to 9 bbls.	69	72

Turpentine.—Turpentine, formerly on the free list, is now subject to a duty of $7\frac{1}{2}$ per cent. which has caused an advance of 2c per gallon. The demand is a little more active but the situation at Savannah is unchanged. The following prices are being quoted in Toronto: Single bbls., 68c; 2 to 4 bbls., 67c; 5-gallon lots, 77c.

White Lead.—As predicted in Hardware and Metal recently, there has been an advance in white lead. Prices are now 25c per 100 lb. higher all round, caused by the tariff and advance in linseed oil. New prices are given in the current paint market quotations.

Paris Green.—There has been an advance of 2c per pound in Paris green on account of the increase in price of sulphate of copper. There is probability of a further advance. Prices are given in the current paint market quotations.

Zinc in Oil prices have been adjusted, and are higher on account of the increased cost of zinc.

Dry Colors.—There have been few changes in dry colors. English vermilion, however, has advanced 25c per pound, being now quoted at \$1.25 per pound in bags.

Whiting.—Prices have stiffened on account of the 5 per cent. duty imposed. Present quotations, however, are unchanged, as given in the current paint market quotations.

Glass.—There has been no change in prices and jobbers have not yet decided what steps to take, the decision depending to some extent upon what action the glass makers take regarding prices. At present factory prices with the higher tariff, an advance may be looked for. Under present conditions there is no particular necessity for hasty action.

Putty.—The demand is light and no change is to be noted in prices. The following are for standard in less than ton lots.

	Per 100 lb.
Bulk, bbls., 800 lbs.	\$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, $12\frac{1}{2}$ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, $12\frac{1}{2}$ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00
Pude putty, 60c per cwt. advance.	

IMPROVED DEMAND.

Cleveland, Ohio, Feb. 11.—The Iron Trade Review to-day says:—Shipbuilding in the East has assumed proportions of times of great prosperity. The Fore River yard has taken two tank boats for the Texas Co., and the Newport (News) Shipbuilding Co. received another \$900,000 vessel. One Atlantic coast yard now has \$21,000,000 worth of work on its books, sufficient to run it until 1916. The Maryland Steel Co. is enlarging its yard at Sparrows Point in order to be able to turn out more vessels.

A large amount of business was transacted in the Eastern machinery market last week, most of the orders being due to demand from abroad. An encouraging feature, however, was improvement in demand from the railroads, some of which have placed orders. The most important buyer was the Southern Pacific. Several Cincinnati makers of lathes have refused some good orders because they have enough business on hand to keep all departments running for several months.

Pig iron business is dull and demand for most kinds of finished materials is limited.

TURPENTINE BARRELS.

A notice has been sent out by the Savannah Board of Trade, under the heading: "Amended rule No. 5 of the special rules governing the naval stores trade." Passed by the Board of Directors, January 5, 1915:

Barrels, new or second-hand, must be well made, holding from 48 to 54 gallons gross. Staves must be of white oak, and shall be equalized thirty-four (34) inches long, and to be, when thoroughly dry and dressed, three-quarters ($\frac{3}{4}$) of an inch thick, evenly sawed, and of uniform thickness throughout. Staves to be well seasoned, free from seed holes, cat faces, knots, shakes and rotten sap. Proof or wood-want not exceeding six (6) inches in length, nor one-eighth ($\frac{1}{8}$) of an inch in depth, will be permissible. Bung staves to be not less than four (4) inches, nor more than five (5) inches in width, and bung holes to be bored in the centre of the staves, and the grain of the heads to be in line with the bung stave. Heads to be of thoroughly seasoned

white oak or white ash, and to be free from seed holes, cat faces, knots, shakes and rotten sap. The white oak to be three-quarters ($\frac{3}{4}$) to one (1) inch, and the white ash heads to be fifteen-sixteenths (15-16) to one (1) inch thick when dressed.

Barrels to have six (6) steel hoops, viz.: Two (2) head hops, $1\frac{3}{4}$ inches wide, No. 16 gauge.

Two (2) quarter hoops, $1\frac{3}{4}$ inches wide, No. 16 gauge.

Two (2) bilge hoops, $1\frac{3}{4}$ inches wide, No. 16 gauge.

All spirits of turpentine barrels to be tested with a good grade of commercial glue when made, and must bear name of maker legibly stamped on same, also name of shop where made, and month and year of manufacture.

All barrels to have at least two (2) coats of glue and one (1) good coat of Spanish brown paint on each head, and when filled the bungs shall be tight and well glued in.

TO ENTER ATLANTIC TRADE.

Owing to the fact that prospects are for light carrying business on the Canadian waterways next summer, the Canada Steamships Company is making arrangements to transfer some of its largest boats to Atlantic routes. The opportunity is an important one on account of the demand for boats which there has been in connection with the British merchant marine owing to the tying up of some 500,000,000 tons of German marine and also on account of the large number of craft which have been commandeered by the British Government.

The fact that Canada Steamships has strong connections in England where much of its stock is held should simplify the arrangement so far as negotiations are concerned.

It is understood that there are about ten grain carriers of sufficient size to enter Atlantic trade. There is also a very favorable feature in that ocean rates have increased to a large extent since the opening of the war and there is certain to be a strong demand for Canadian grain.

President Carruthers states: "As the ocean freights are much larger they are very tempting to us. We have many boats capable of carrying ocean-going cargoes of grain and flour and all of these will be used for this purpose as soon as the lakes and canals are sufficiently clear of ice to permit of their being brought to Montreal harbor. We have all the room booked in our boats for May shipment and many more offers for May-June cargoes.

"Our boats will return to the lakes in the fall when the new crop begins to come down."

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B-H

“ENGLISH” PAINT

The Biggest Help to Brighten Homes and to Build House
Paint Trade.

Enter into the heritage of our Advertising by selling them.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 22c
Pattern, lb. 23c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 30 days net.

Shot standard, 100 lbs., \$15. 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's 19 00

ANVILS.

Buckworth, per lb. 0 10½

AUGERS.

Ford's auger bits, 30 and 10 p.c. Irwin's auger, 45 p.c. Inman's auger 70 p.c. Rockford's auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75
Double bit, doz. 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75
Bench Axes, Samson.

No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2 Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto
Single bbls., gal. ... 0 18½ 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½%.
Machine Bolts, ¾ in. dia. and smaller, 70 and 5%.
Machine Bolts, 7-16 in. dia. and larger, 60 and 5%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75 and 5%.
Skein Bolts, 75%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60 and 5%.
Pilot Bolts, 55, 10 and 5%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts, 50 and 5%.
Shaft Bolts (\$3) list, 50 and 10%.
Step Bolts, large head (\$3) list, 50 and 5%.
Whitcomb Bolts, 50 and 5%.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4¼c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Rods, 80 and 7½%.
Tire Bolts, 75%.

BRASS.

Per lb.
Springs, sheets, up to 20 gauge 0 25
Rods, base ¼ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, hower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon. Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22 ... 4 25
No. 1, ¾ inch rim, 18x24 ... 4 75
No. 2, ¾ inch rim, 18x28 ... 5 25
No. 3, ¾ inch rim, 20x30 ... 5 90
No. 0, ¾ inch rim, 16x22 ... 4 60
No. 1, ¾ inch rim, 18x24 ... 5 30
No. 2, ¾ inch rim, 18x28 ... 5 60
No. 3, ¾ inch rim, 20x30 ... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x93 ins., doz. 16 50

BOARDS (Sleeve).

Rasswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve 19 00

BOARDS (Wash).

Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass) 3 75
Western King (Enamel) ... 3 50
Reaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 35%.
Creamery cans, 35 and 12½%.
Railway cans, 40 and 12½%.
Hand, delivery and creamery cans, 35%.
Cream cans, 35 and 12½%; with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Milk can trimmings, 20%.

Common, cork-lined, 3 per cent. Cans, jacketted.

1 gal. jacketted, per doz. .. 2 70
2 gal. jacketted, per doz. .. 3 60
3 gal. jacketted, per doz. .. 4 20
5 gal. jacketted, per doz. .. 4 50
10 gal. jacketted, per doz. .. 8 40

CEMENT AND FIREBRICK.

Less than carload lots .. 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English. 17 00 21 00
Fire Brick, Am., low. 23 00 25 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.) .. 0 17
Cement (in 5 and 10 gals.) .. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross ... 2 40 6 75
Crayons, per gross. 0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs. 14.
\$8, 5-16, \$5.35; ¾, \$4.60; 7-16, \$4.80; ½, \$4.05; 9-16, \$4.05; 5/8, \$3.90; ¾, \$3.85; 7/8, \$3.65; 1, \$3.45.
Electric Weld Coil Chain—BB, 3-16 in., \$9 per 100 lbs.; ½ in., \$8.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 40 per cent.; f.o.b. Ottawa, Kingston, and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin' Cleaner 6 50
Cadillac Electric, Model C, 18 00
Cadillac Electric, Model D 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case .. 6 75

COPPER.

Montreal Toronto
Casting ingot \$16 00 \$15 50
Bars, ½ to 2 in. 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned 14x60, 14 oz. 28 50 30 50
Copper sheet, planished, 14 x 60 base 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 25½
No. 7, lb. 0 24½
No. 8, No. 9, No. 10, No. 12 0 24

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. ... 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 90 3 00
All bright, 52 sheets. 4 10 4 00
Galvanized.

Apollo Crown Gorbals
18x24 4.70 4.85
60 4.95 4.95 5.10
20x28 9.15 9.15 9.45
20x28 9.65 9.65 9.95

M.L.S. and Famous—

Per box
I C, 14x20 base \$7 00
I X, 14x20 base 8 00
I X X, 14x20 base 9 25
I X X X, 14x20 base ... 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 25
I X, 14x20 base 6 25
I X X, 14x20 base 7 25
I X X X, 14x20 base 9 75
"Allaway's Best" Standard Quality.
I C, 14x20 base 4 75
I X, 14x20 base 5 50
I X X, 14x20 base 6 25

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 8 50

COKE BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES.

7½c per lb

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

D

DRILLS.

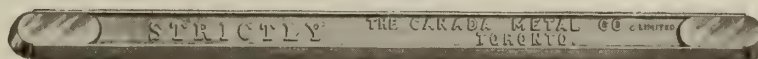
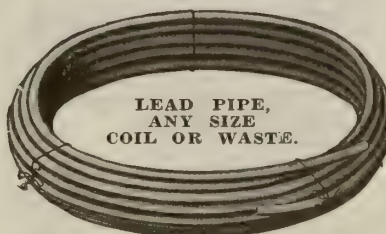
Bit Stock Drills, 60 and 5 p.c. Wood Drills, 35 p.c. Straight Shank Drills, 70 and 10 per cent.

MADE IN CANADA



Harris Heavy Pressure
The Babbitt Metal
"WITHOUT A FAULT"

WRITE FOR CATALOGUE "A"
MAILED FREE.



STRICTLY SOLDER IS A FAVORITE.



EASY WIPING SOLDER.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

A Hearty Welcome

to our Plant at 377-387 Carlaw Ave., Toronto,
is extended

TO ALL WHO ATTEND THE
Convention of the Retail Hardware
and Stove Dealers' Association at
Toronto, Feb. 24th and 25th, 1915

PINCHIN JOHNSON & COMPANY
OF CANADA

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double Standard
20 in. Single
7 oz. ... 0 17½ 6 oz. ... 0 11½
8 oz. ... 0 19½ 7 oz. ... 0 13
9 oz. ... 0 22 8 oz. ... 0 14½
10 oz. ... 0 24½ 9 oz. ... 0 16½
12 oz. ... 0 29½ 10 oz. ... 0 18
15 oz. ... 0 36½ 12 oz. ... 0 21½
15 oz. ... 0 29
Standard, Single Filled, 36-inch.
7 oz. ... 0 17 10 oz. ... 0 23½
8 oz. ... 0 19 12 oz. ... 0 28½

F**FILES AND RASPS.** Per cent.

Dixon's ... 75
Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 66 2-3
Delta Files ... 65
Nicholson ... 66½
Jowett's (English list) ... 27½
Spear & Jackson (Eng. list) ... 35
Globe ... 75
Hellers ... 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 66; malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow ... 0 81
Solid ... 1 85

G**GALVANIZED WARE.**

Dufferin pattern pails, 45%.
English pattern, 45%.
Galvanized washtubs, 45%.
Other lines, 40 p.c.

GASOLINE. Montreal.

Single bbls., per bb ... 18½
Three bbls. and over ... 18

Any quantity, in bbls. ... 18
Drums, 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 35

HALTERS (SISAL)

¾-in., \$9.00; 7-16 in., \$10.20; ½-in., \$11.40; 9-16 in., \$13.20; ¾-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5 lbs. and over ... 0 08
Napping, up to 2 ts. ... 0 00

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021

B.D. Trolley, doz. pr. ... \$7 50

R. W. No. 117 P.D. Hanger,

full set ... 2 75

R.W. No. 321, per doz. pr. 14 40

Stearns wood track. Special.

zenith ... 9 00

Atlas, steel covered ... \$5 25 6 60

Perfect, No. 1 ... 8 50

Perfect, No. 1½ ... 9 50

Perfect, No. 2 ... 10 00

New Milo, flexible ... 6 00

Double strap hang-

ers, doz. sets ... 6 50

Standard, jointed

hangers, doz. sets ... 6 45

Steel King hangers,

doz. sets ... 6 40

Storm King and saf-

ety hangers ... 5 75

Storm King rail ... 4 25

Crown ... 4 85

Crescent ... 7 25

Sovereign ... 6 50

Chicago Friction. Oscillating

and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in.

(100 ft.) ... \$3 25

Steel track, 1½ in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw

No. 1 ... 13 13 15 10

No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13

Trimmed, green and

partly cured ... 0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and

tail, up to ... 3 75

Sheep skins, up to ... 1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP

HINGES. Strap. Tee.

4 in., doz. prs. ... \$1 03 \$0 87

5 in., doz. prs. ... 1 25 1 00

6 in., doz. prs. ... 1 35 1 03

8 in., doz. prs. ... 1 84 1 38

10 in., doz. prs. ... 3 24 2 27

12 in., doz. prs. ... 4 03 3 73

14 in., doz. prs. ... 4 59 4 00

Heavy tee and strap discount,

40-10 per cent.

Light tee and strap discount,

70 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. ... 5 00

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ½

in., per lb. ... 5½

Extra hooks for above, ¾

in., per lb. ... 5½

Crate hinges and back flaps.

65 and 5 per cent.

Chest hinges and hinge hasps.

65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5.

\$18.00; No. 10, \$19.50; No. 20,

\$8.50; No. 50, \$24; No. 51, \$9.60;

No. 120, \$17.40; offset No. 192,

\$16.80.

Chicago hold back screen door

iron, gross, \$12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000).

45 per cent.

Garden City fire house hinges.

12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3¼-lb., \$4 doz.

HOOKS, GRASS. English

No. 2, per doz. ... 1 60 2 50

No. 3, per doz. ... 1 70 2 90

No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80

Cyclone, doz. ... 2 40

Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and

heavy, No. 2 and larger, \$3.90;

Toecalks Standard, J. P. & Co.,

"Blunt" No. 1 and smaller, \$1.50;

No. 2 and larger, \$1.25; "Sharp"

No. 1 and smaller, \$1.75; No. 2

and larger, \$1.50 per box. Put

up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10 p.c.

Corrugated, 1½ in., ft. ... 0 11

Corrugated, ¾ in., ft. ... 0 14½

Cable, 70 per cent.

Leader, 60 and 10 per cent.

IRON AND STEEL.

Montreal Toronto

Angles ... base 2 50 2 50

Common bar, per

100 lbs. ... 2 05 2 00

Forged iron, per

100 lbs. ... 2 30 2 35

Refined iron, per

100 lbs. ... 2 40 2 40

Horseshoe iron, per

100 lbs. ... 2 40 2 40

Mild steel ... 2 25 2 00

Sleigh shoe steel ... 2 25 2 25

Domestic ... 2 30 2 00

Reeled machinery

steel ... 2 75 3 00

Tire steel ... 2 35 2 20

Sheet cast steel ... 0 15 0 15

Toe calk steel ... 3 10 3 15

Mining cast steel ... 0 07½ 0 07½

High speed ... 0 65 0 65

Cammell Laird ... 0 15

Black Diamond tool

steel ... 0 08½ 0 08½

Silver tool steel ... 0 13½ 0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch ... 0 06

¾ to 1 7-16 in. ... 0 05½

1 7-16 to 3 inch ... 0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case

lots ... \$ 9 25

Less than case, 25c per 100 lbs.

72x30 up to 26 gauge, case

lots ... 9 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished,

per set ... 0 78

Mrs. Potts, No. 50, nickel-

plated, per set ... 0 85

Mrs. Potts, handles, japan-

ned, per gross ... 9 00

Sad irons, common, plain ... 5 00

Sad irons, common, plated ... 5 50

Asbestos, No. 70, per set ... 1 50

Asbestos, No. 90, per set ... 1 20

Princess Electric, each ... 3 00

Ideal Electric, each ... 2 85

Gasoline Sad Iron, each ... 3 50

Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock ... 12c ft.

Ontario ... 16c ft.

Faultless ... 20c ft.

Extra Heavy ... 28c ft.

Hercules ... 23c ft.

Decorator ... 18c and 20c ft.

Perfect ... 22c ft.

Chair Ladders, each ... \$2 00

(Roped Extension).

20 ft. ... \$3 00 42 ft. ... \$ 7 95

22 ft. ... 3 30 44 ft. ... 8 36

24 ft. ... 3 60 46 ft. ... 8 74

26 ft. ... 3 90 48 ft. ... 9 12

28 ft. ... 4 20 50 ft. ... 9 50

30 ft. ... 4 50 52 ft. ... 11 44

32 ft. ... 4 80 54 ft. ... 11 88

34 ft. ... 5 78 56 ft. ... 12 32

36 ft. ... 6 12 58 ft. ... 12 76

38 ft. ... 6 46 60 ft. ... 13 20

40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60

22 " ... 2 86

24 " ... 3 12

26 " ... 3 38

28 " ... 3 64

30 " ... 3 90

32 " ... 4 16

34 " ... 5 10

36 " ... 5 40

38 " ... 5 70

40 " ... 6 00

44 " ... 7 48

(Common Single).

Fruit picking ladders, long

nose, same price as common

22 ft., each ... 2 64

16 ft., each ... 1 76

14 ft., each ... 1 54

12 ft., each ... 1 20

single ladders; sort nose, 1c per

18 ft., each ... 1 96

20 ft., each ... 2 40

VISIT US

during

The Convention

of the

Retail Hardware Dealers' Association

Toronto, Feb. 24 and 25

*We have opened
A New Warehouse
at Toronto*

from which we will be able to make quick deliveries to Western Ontario customers.

Our Four Leaders :

Canada Brand Pure Paints
Quality Guaranteed

Canada Brand Floor Paints
Surpassed by None

Jas-per-lac Specialties
The Present-Future Finish

Jas-per-ite
The Present-Future Varnish

Will be glad to show you Our New Lines and Our Attractive Proposition for 1915.

**The Ottawa Paint Works
and
Ottawa Varnish Co., Ltd.**
OTTAWA, CANADA

Toronto Branch :
153 Duchess Street, Toronto



From the most
Palatial House-

For Every Finishing Need in the Modest Cottage or the Most Pretentious Home or Skyscraper—There is a Perfect Berry Brothers Varnish.

In selling varnishes to your trade—no matter the class or size of the job—do not lose sight of this important fact:

For 57 years Berry Brothers' products have been the choice of home owners, architects, builders, painters and decorators—because of sheer merit.

By selling Berry Brothers' Varnishes—you are promoting the best interests of your customer as well as your own. Among the most widely used Berry architectural finishes and the ones you should sell the most of are these two sterling products:

LUXEBERRY WHITE ENAMEL

Used on woodwork, metal or plaster it gives a beautiful rich, durable and washable finish—whitest white which stays white. It will not check, fade or turn yellow.

LIQUID GRANITE FLOOR VARNISH

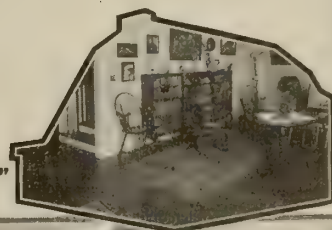
A perfect floor finish as lasting as its name indicates. It produces a tough elastic surface of surpassing beauty. It will not wear white, check or peel under the hardest kind of hard wear and tear.

Sell your trade a varnish that has proven itself by years of actual service—a varnish that sells on its own merit. Write for dealer proposition

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Walkerville, Ontario

To the Little
Bungalow Home"



MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory. 1 95	
Lignum Vitae, round, 5 in. 2 40	
Caulking, No. 8, oak.....	15 00

MANGLES.

Victor, each	\$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.

Size glass, 4 x 6.....	Doz.
Size glass, 5 x 7.....	1 00
Size glass, 6 x 9.....	1 25
Size glass, 7 x 9.....	1 60
Size glass, 8 x 10.....	1 75
Size glass, 9 x 12.....	2 00
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75

MOPS.

Mops, O-Cedar, doz.....	\$12 00
S. W. Mops, doz.....	3 25
New Wizard, small, doz....	8 00
New Wizard, large.....	10 00
Mop sticks, doz.....	1 10
Cast head mops, doz.....	1 35
Crescent, doz.....	1 30
Crank wringing, doz.....	4 75

Extra Cloths.

Challenge, doz.....	2 10
Woven, cloths, doz.....	1 35

N

NAILS.

Standard steel wire nails,	
Toronto, \$2.05 base; Montreal,	
\$2.15 base; London, \$2.05 base.	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75%.	
Coopers' nails, 33 1-3%.	
Pressed spikes, ¾ diameter,	
per 100 lbs., \$3 base.	

NAILS (HORSE SHOE).

Capewell.	Per box
No. 4, in 25-lb. box.....	\$3 75
No. 5, in 25-lb. box.....	3 75
No. 6, in 25-lb. box.....	3 50
No. 7, in 25-lb. box.....	3 25
No. 8, in 25-lb. box.....	3 25
No. 9, 10, 11 and 12, in 25-	
lb. box	3 00
Less 10 and 5 per cent. off.	

NAILS (HORSE).

M.R.M. cold forged process	
list, 10th January, 1912.	

Size.	Length.	Prices per 25-lb. box.
No. 3, 1½-inch		\$4 10
No. 4, 1½-inch		3 75
No. 5, 1½-inch		3 50
No. 6, 2-inch		3 10
No. 7, 2½-inch		2 90
No. 8, 2½-inch		2 75
No. 9, 2½-inch		2 60
No. 10, 2½-inch		2 50
No. 11, 3-inch		2 45
No. 12, 3½-inch		2 45

NETTING, POULTRY.

NET PRICES ON SMALL SIZES POULTRY NETTING.

½-in. x 22 ga. x 12-in., roll.	\$3 00
½-in. x 22 ga. x 18-in., roll.	4 30
½-in. x 22 ga. x 24-in., roll.	6 65
½-in. x 22 ga. x 30-in., roll.	6 90
½-in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 60
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10

Poultry netting staples, 60%.

OAKUM.

	Per 100 lbs.
Best (American)	9 50
U.S. Navy (American)....	9 00
New hemp (English).....	7 00
U.S. Navy (English).....	6 50
Navy (English)	6 00
Best Navy	5 00
Plumbers (spun)	4 00 4 00

OIL.

Can. prime white	
petrol	0 13½
Royalite	0 17 0 14
Palatine	0 21½ 0 16½
Castor Oil, per lb. 0 08½	0 08½
Black oil (Summer)	0 12½ 0 12
Black oil (Winter)	0 14½ 0 14
Cylinder Green	0 35 0 35
Paraffine	0 22 0 20
XXX Machine	0 25½ 0 21

OLD MATERIALS.

F.O.B. Toronto	
Tea lead, pack, 2½ lb.	
Tea lead, chest, 3c lb.	
Lead (heavy pipe, etc.), 3½c.	

Brass, heavy, 7½c lb.	
Brass, light, 5½c lb.	
Zinc, heavy, 4c lb.	
Copper, heavy, 10c lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Mach. compos., No. 1, 9c lb.	
Compos. turnings, No. 1, 8½c lb.	
Rubbers, such as old rubber,	
boots and shoes, according to	
trim, 5½c to 6c lb.; overshoes,	
lumbermen's rubber boots, etc.,	
5 to 6c lb.; auto tires, etc., 4c;	
bicycle tires, 2½c.	

PACKING (JUTE).

Per Coll Lots.	
Fine jute, lb.	0 08½
Beaver, lb.	0 07½
Coarse sewer, lb.	0 06½

PAPEK, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	
Plain Fibre, No. 1.....	0 50
Plain Fibre, No. 2.....	0 32
Tarred Fibre, No. 1.....	0 62
Tarred Fibre, No. 2.....	0 43
Tarred Fibre, Cyclone, 25	
lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck	
Brand, per roll	0 62
Dry Fibre, Good Luck	
Brand, per roll	0 50

Per 100 lbs.	
Oiled waterproof building	
paper, 600 sq. ft. roll....	1 05
400 sq. ft. roll	0 35

O.K. Brand corded sheathing	0 35
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40

Per 100 lbs.	
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll.	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs.	2 09
Liquid Roofing Cement,	
bbbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion. 7 oz.	2 10

PICKS (CLAY).

5 to 6 lbs., doz.	3 75
7 lbs., doz.	4 00
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count.	Per case
5 gross, 4-in. (loose)	\$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent.	
Brass, 50 per cent.	

PIPE, STANDARD WROUGHT.

Size	Black Galvanized	Per 100 feet.
¼" and ¾"	\$ 2 16	\$ 3 06
¾"	2 64	3 57
1"	2 99	4 26
1½"	4 42	6 29
2"	5 98	8 51
2½"	7 15	10 18
3"	9 62	13 69
3½"	15 21	21 65
4"	19 89	28 31
4½"	23 92	34 04
5"	28 34	40 33
Lapweld.		
2"	\$ 11 10	\$ 15 17
2½"	15 50	22 23
3"	20 66	29 07
3½"	24 34	34 96
4"	29 43	41 42
4½"	35 56	48 26
5"	41 44	56 24
6"	53 76	72 96

7"	76 16	102 34
8"x25 lbs. per ft.	80 00	107 50
8"x28 lbs. per ft.	92 16	123 84
9"	110 40	148 35
10"x32 lbs. p. ft.	102 40	137 60
10"x40 lbs. p. ft.	131 84	177 16
12"	175 00	

PIPE (LEAD).

Lead pipe, 7½c, 5% off.	
Lead waste pipe, 9c, 5% off.	
Traps and bends, 40% off.	

PIPE (SOIL).

Medium and extra heavy pipe	
up to 6-inch, 65% and 10 off.	
7 and 8-in., 45% off.	

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths....	3 45
3 inch, in 10-ft. lengths....	4 26
4 inch, in 10-ft. lengths....	5 53
5 inch, in 10-ft. lengths....	7 60
6 inch, in 10-ft. lengths....	9 25

PITCH.

Pine, per bbl.	4 50
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PLANES.

Wood bench, Can., 15 per cent	
Wood, fancy, 30 to 35 per cent.	
Prices, Pliers and Nippers.	
Buttons, genuine, 37½ to 40	
per cent.	

PLATES (BOILER).

Montreal Toronto	
Plates, 1¼ to ½ inch,	
per 100 lbs.	2 40 2 25
Heads, per 100 lbs.	2 65 2 45
Tank plates, 3-16 inch	2 70 2 45

PLUGS (METAL).

Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH.

	Doz.
O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 90
O-Cedar, ½-gal. cans	16 90
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-ozs.	2 00
Liquid veneer, 12-ozs.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100	
in pkg.	6 50

RAZORS.

	Per doz.
Boker's King Cutter	14 50
Henckel's	7 50 20 60
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	17 50
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS.

Iron rivets, blacked and tinned,	
75%	
Iron burrs, 75 per cent.	
Copper rivets, usual proportion	
of burrs, 35 and 12½; burrs, 30	
and 12½ per cent.	
Extras on Coppered Rivets, ¼-	
lb. packages, 1c per lb.; ¾-lb.	
pkgs., 2c lb.	
Coppered Rivets, net extras.	
2½c per lb.	

ROOFING.

Tarred felt (7 oz.)	\$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16

	Per roll
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2 ply, Shield, per roll	0 75
Ready 3 ply, Shield, per roll	0 95
Tarred 210 roofing felt.	
Tarred roofing felt, cwt....	2 10
Compo certainteed, 1 ply....	1 25
Compo certainteed, 2 ply....	1 55
Compo certainteed, 3 ply....	1 85

ROPE.

	Lb.
Pure Manila basis	14
British Manila basis	11
African hemp basis	11
Sisal basis	9½
Double lath yarn basis....	9½

Single lath yarn basis	8½
Russian deep sea line basis	23
Russian tarred ratline basis	19
Russian tarred bolt rope	
basis	21
Jute rope basis	11
Italian rope basis	24

Basis (¾" dia. and larger).

Cotton rope, 3-16 and larger	0 1
Sisal Clothes Line.	
3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 70
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
3 ply, 100 ft.	1 50
6 ply, 40 ft.	0 95
6 ply, 48 ft.	1 15
6 ply, 60 ft.	1 45
6 ply, 72 ft.	1 15
6 ply, 100 ft.	2 40

RULES, BOXWOOD.

Rabone's.	Per doz.
No. 1375—2 ft. ....(51)...	1 80
No. 1101—2 ft. ....(52)...	3 90
No. 1167—2 ft. ....(7)...	3 60
No. 1106—2 ft. ....(53½)...	4 10
No. 1375—3 ft. ....(66½)...	2 50
No. 1112—3 ft., hf. bound.	6 00
No. 1190—With level	8 85
No. 1493—Brass blacks'hs	1 70
No. 1494—Brass blacks'hs	2 20

SAWS.

Atkins Hand and Crescent, 25 p.c.	
Disston's Hand, net prices, new	
list.	
Simonds' Hand, 15 per cent.	
Shurly & Dietrich, 35 per cent.	
Spear & Jackson, 40 per cent.	

SCALES.

Imperial standard	30%
Champion Even Balance	45%
Champion Union	50%
Champion Platform	45%
Gurney Standard	30%
Union Scale	50%
Union Even Balance	50%
Fairbanks Standard Scales..	30%
Crown Even Balance	45%
Richelle Union Scale	50%
Dominion Platform Scales..	45%

Net prices on Champion scales are as follows:

Ch

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been "making good"—for us, for the dealer and for the man who finally used them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line".

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal



Made in Canada

Profit from Paint

Make this Spring more profit in your Paint Dept. Sell the lines that will give you the best margin and make you the most friends. Here they are:

MURESCO: The nationally popular wall finish. Superior covering capacity. Sanitary and hygienic. Does not rub, crack, peel or blister. Eighteen tints and colors. Five-pound packages, one hundred pound drums, half barrels and barrels. Positively the best and most profitable for your customers as well as yourself.

MOORE'S HOUSE COLORS: Pure linseed oil paints which have achieved a reputation for covering capacity and permanent color wherever they have been used. The color range is complete, and the price to you offers an inducement. Profit for yourself and satisfaction for your customers.

MOORE'S FLOOR PAINT: A paint really made and adapted for painting floors. Dries hard over night—floor can be used the next day. Popular colors. Unfailing satisfaction.

MOORAMEL: A pure white, porcelain-like enamel that remains white and does not chip. Easy working, perfect flowing, great density and elasticity. For interior or exterior a superior product at a moderate price.

SANI-FLAT: Absolutely non-poisonous flat oil paint (contains no lead). Soft, velvet finish. Great body and covering capacity. Shows no laps or brush marks. Washable with water without injury.

TILE-LIKE: A combined varnish and stain requiring no stirring. Particularly suitable where there is wear and tear. Uniform in color from start to finish, yet does not hide grain of the wood. All desired colors.

COMPLETE LINES: Our catalogue contains complete list of our lines, of which the above are but a few. It's worth your while to send for it.

BENJAMIN MOORE & CO., Ltd.

Made in Canada

6 LLOYD ST., WEST TORONTO

Made in Canada

ALTS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 55	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10 p.c. off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Galvanized.

	Queen's	Fleur-de-Lis	Gorbals
16-20	3 90	3 55	3 90
22-24	3 95	3 65	3 95
26	4 20	4 00	4 20
28	4 45	4 20	4 45

Colborne Crown — 16-20 gauge, \$3.70; 22-24 gauge, \$3.75; 26 gauge, \$4.00; 28 gauge, \$4.25.

	Apollo Brand.	Toronto.
14 gauge		3 05
16 gauge		3 05
18-20 gauge		3 20
22-24 gauge		3 30
26 gauge		3 65
28 gauge		3 80
10 1/2 ozs.		4 00

SHOULDERS, CORN.

Black Hawk, doz.	18 00
Amour Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55	45
Socket sc'ps. 50 and 5	45	40	35
Drain. tools 60	60		
Scoops	50	45	40
Hollow backs			
and sand, 60	45		
Riveted back scoops, 1st, 2nd			
and 3rd grades, 50 per cent.			

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

SIFTERS, ASH.

Wood sifters, doz.	\$ 1 75
Rocker, No. 1, each	3 60
Rocker, No. 3, each	2 50
Banner, each	1 75

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.

Flat rim enameled sinks, 16x24, \$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER.

	Montreal	Toronto
Tinker's bar	0 21	0 27
Wire solder, lb.	0 24	0 28
Bar half-and-half	0 22	0 25

SOLDERING IRONS.

Base, per lb., 28 cents.

OLDER WIPING.

Acme	0 20
Commercial	0 21 1/2
Easy	0 21 1/2
Star Extra	0 22
Strictly standard wiping	0 24

PUTTER.

Foreign, per 100 lbs. 9 75 9 50

APPLES.

100-lb. kegs	4 50
25-lb. boxes	4 85
10-lb. boxes	5 25
Poultry netting, 100 lbs.	6 70
Red, 100 lbs., No. 14	6 75
Blind, per lb.	6 12
Bright Fence, 100 lb. kegs	2 50
Bright Fence, 25-lb. boxes	2 75
Galvanized fence, 100-lb. kegs	2 85
Galvanized fence, 25 lb. boxes	3 10

Cooper's staples, 45 p.c.

Bright spear point, 75 p.c.

SWEETENERS, CARPET.

Univ. Japd., cyco bearing	24 00
Univ. N.P., cyco bearing	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Am. Queen N.P., ball-bearing	32 00
Parlor	35 00

WINGS.

Baby, 2-passenger, each	\$ 2 75
Ontario, 2-passenger, each	3 75
Ontario, 4-passenger, each	4 25
Stafford, 4-passenger, each	5 50

Boyers Gliding Settees with awning, each 8 50
Without awning, each 12 50

TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blue, in dozens only, 50 and 10; 1/4 weights, 60; Swedes cut tacks, blue and tinned, bulk, 55 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in paper, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea. 1 70
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft., ea. 2 90
Rival steel, No. 266, 100 ft. 4 90
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.

Tape Lines, linen, No. 2601
x50, each \$1.00
Metallic, No. 4011x50, ea. 1 35
Metallic, No. 4011x66, ea. 1 55
Steel, No. 2891x50, ea. 2 70
Steel, No. 4161x50, ea. 3 00
Steel, No. 4161x66, ea. 5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000...\$5 00
Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.
Greenings, 40% discount.

TIN.

Montreal Toronto
Tin, per lb. 46 40

TINNERS' TRIMMINGS.

Discount, 45%
Plain, 70 and 5%
Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%
Hawley & Norton, 57 1/2%
Victor, 70%
Onelda Jump, 65%.

TRESTLES.

5 ft., each \$1.50 14 ft., each \$4.20
8 ft., each 2.00 16 ft., each 4.80
10 ft., each 2.50 18 ft., each 5.40
12 ft., each 3.00 20 ft., each 6.00

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13 1/2
600 ft., per lb. 0 11
550 ft., per lb. 0 09 1/2
500 ft., per lb. 0 09 1/4
5 ton lots, 1/4c per lb. allowance.
10 ton lots, 1/4c lb. allowance.
Delivered in 300-lb. lots and over.
Wrapping cotton 5-lb
4-ply 0 21 1/2
3-ply 0 19

TUBES.

	Boiler Tubes.	Montreal Toronto
100 ft. 1 1/2 in.	10 45	9 75
100 ft. 2 in.	9 60	8 25
100 ft. 2 1/4 in.		10 25
100 ft. 2 1/2 in.	12 25	10 65
100 ft. 3 in.	13 30	11 00
100 ft. 3 1/2 in.	15 55	13 00
100 ft. 4 in.	19 80	16 75

TUBS.

Samson Galvanized.
No. 11, doz., net 12 00
No. 22, doz., net 14 40
No. 33, doz., net 16 80

Common Galvanized.

No. 1, doz. 6 83
No. 2, doz. 7 43
No. 3, doz. 8 48

Per nest.
Nests of 3—0, 1 and 2.....\$2 38
Nests of 3—1, 2 and 3.....2 05
Nests of 4—0, 1, 2 and 3.....2 95
No. 0, per doz.....11 00
No. 1, per doz.....9 00
No. 2, per doz.....8 00
No. 3 per doz.....7 00

V**VALVES, ETC.**

Ground work, 55%
Stand, compr. work, 65%
High-grade compr. work, 55%
Cushion work, 55%
Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%
Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%
J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%
J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

W**WARE, COPPER AND NICKEL.**

Copper boilers, kettles, 50%
Copper tea and coffee pots, 50%
Copper pints, 30 and 5%
Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White ware, 75%
Canada, Diamond, Premier, 50 and 10%
Pearl, Imperial and Colonial steel, 60 and 10%
Star decorated steel, 33 1/2%
Hollow ware, tinned steel, 40% off.
Enamelled street signs, 50%.

WARE, TIN, PIECED.

Discount, 35%
10-qt. flaring sap buckets, 35%
6, 10 and 14-qt. flaring pails, 35%
Copper bottom tea kettles and boilers, 35%
Coal hods, 35%
Boiler and tea kettle pits, 30 and 5%.

WARE, STAMPED.

Plain, 72 1/2 and 5.
Retinned, 72 1/2 and 5.
Tinner's trimmings, 72 1/2 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.
Full box, 45 p.c. smaller lots.
30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.
WEATHERSTRIP.
Narrow wood and felt...1 1/4c ft.
Medium wood and felt...1 1/4c ft.
Wide wood and felt...2 1/4c ft.
All felt Frost King...\$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00
Sectional, 1/2 lb., per 100 lbs. 2 25
Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.

Smarts, Horse, 3 1/4c lb.

WHEELBARROWS.

Navy, steel wheel, doz. 21 00
Garden steel wheel, doz. 32 40
Light garden, per doz. 22 80
Heavy garden, L-side 33 00
Heavy farm, solid side 33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70
Tubular steel, 34 ins. 1 00
Tubular steel, 36 ins. 1 25
Tubular steel neckyokes, 36 inches 1 25
Tubular steel doubletrees, 40 inches 0 95
Tubular steel lumbermans, 44 inches 0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 50 and 5 per cent.
Copper wire, 50 and 2 1/2 per cent.
Annealed Cut Hay Baling Wire, No. 9, \$3.75; No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6 inches to 11 inches, discounts 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, \$5; No. 18, \$5.50; No. 19, \$6; No. 20, \$6.65; No. 21, \$7; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8; No. 25, \$9; No. 26, \$9.50; No. 27, \$10; No. 28, \$11; No. 29, \$12; No. 30, \$13; No. 31, \$14; No. 32, \$15; No. 33, \$16; No. 34, \$17. Extra net. Tinned wire, Nos. 17-25, \$2; Nos. 26-31, \$4; Nos. 30-34, \$6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in 1/2-lb. hanks, 28c; in 1/4-lb. hanks, 50c; packed in cases or cases, 15c; bagging or papering 16c.

WIRE, HAY, IN COILS.

No. 13, \$2.30; No. 14, \$2.40
No. 15, \$2.50 f.o.b. Montreal, Toronto, Hamilton and London.

WIRE, SMOOTH STEEL.

No. 0-9 gauge, \$2.20 base; No. 10 gauge, 6c extra, No. 11 gauge, 12c extra. No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, \$1.25; bright soft drawn 15c; charcoal (extra quality), \$1.25, packed in cases or cases, 15c, bagging and paperings, 10c, 50 and 100-lb. bundles in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 50c; in 1/2-lb. hanks, 75c; in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft. rolls \$1.50 per 100 sq. ft.; in 50-ft. rolls \$1.55 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt
Barb	2 50
No. 9, coil spring	2 45
No. 9, plain galvanized	2 40
No. 12, plain galvanized	2 55
No. 13, plain galvanized	2 65
O. & A., No. 10	2 36
O. & A., No. 11	2 42
O. & A., No. 12	2 50

F.O.B., Montreal, Toronto, Hamilton and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands 24 wires, 3/4, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 3/4, \$5; 1 inch, \$15.10. Per 100 feet, f.o.b. Toronto.

WIRE BALE TIES.

	Cwt.
Single Loop, No. 14	\$3 00
Single Loop, No. 15	3 15
Single Loop, No. 16	3 30

WRINGERS—Less 20 p.c.

Royal Canadian 11 in., doz.	45 25
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	67 75
Unexcelled 1041E	72 00
Challenge 311E	48 75
Gem 141	47 25
Sunlight 111	42 00
Ottawa, 341E	54 00
Empire, 11 in.	50 50
Superior, 11 in.	45 25
Majestic, 11 in.	47 25
Perfect, 11 in.	62 75
Bicycle, 11 in.	66 25
Wrenches, Trimo, 65 per cent off list.	

WRINGERS, MOP.

White, No. 2, each	\$ 1 15
White, No. 3, each	1 35
White, No. 1, each	1 55

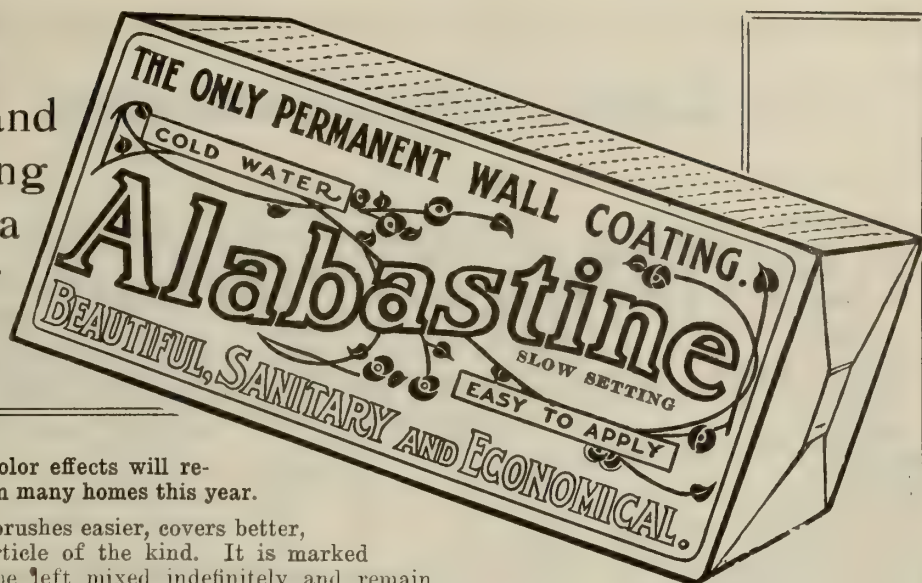
ZINC (SHEET).

5 cwt. casks	13 50	11 00
Part cask	13 00	11 25

THE WAR

"Improved Quality" and our extraordinary selling helps will make 1915 a record year by far for

ALABASTINE



Plain inexpensive tints and water color effects will replace wall paper and oil wall colors in many homes this year.

The New Alabastine mixes quicker, brushes easier, covers better, and lasts longer than any other article of the kind. It is marked "Slow Setting," meaning it can be left mixed indefinitely and remain in good working condition. Painters and expert decorators are quick to recognize its superiority.

Alabastine selling helps, premium offers and our large consumer advertising campaign mean business and lots of it. Write for particulars now.

Our consistent policy is to do everything possible by extensive advertising and personal work to encourage the sale of standard package goods by retail stores and to keep up the standard of value by maintaining the full advertised price. We trust you are in accord with this policy and will support it by pushing Church's Alabastine, at the same time helping along a purely Canadian industry.

The Alabastine Company, Paris, Limited, Paris, Ont.

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ..\$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2 55 \$3 60

COLORS (DRY).

Per lb. 0 09
Raw Umber, 100 lb. keg. ... 0 09
Burnt Umber, 100 lb. ... 0 07
Raw Sienna, 100 lb. kegs. 0 09
Burnt Sienna, 100 lb. kegs. 0 12
Imperial green, 100 lb. kegs. 0 04
Italian red, 100 lb. kegs. ... 0 06
Brunswick green, 100 lb. k. 0 10
Indian red, 100 lb. kegs. ... 0 06
Indian red, No. 1, 100 lb. k. 0 19
Vermillion, O.J., kegs. 1 25
Vermillion, English, bags 1 25
Venetian red, best bright. 0 02
Venetian red, No. 1 0 12
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs. 0 03½
White ochre, barrels 0 04
Yellow ochre, barrels 0 01½
Spruce ochre, 100 lb. kegs. 0 12
Canadian red oxide, bbls. 0 02
Super magnetic red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure 0 12
Chrome yellow, pure 0 23
Golden ochre, pure 0 14
French ochre, pure 0 12
Chrome green, pure 0 11
French permanent green, pure 0 15
Signwriters' black, pure. 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

Alba-Gloss enamel 4 00

Anchor Floorlustrer 1 80

FILLER.

Luxeberry Enamel\$5 00

Screen Enamel B.B. 1 65

GLUE.

French medal 0 15

English common sheet. ... 0 10

English prima 0 17

White pigfoot 0 21

Perfection amber, ground, No. 1230 0 13

Cake, bone, 112-lb. bags. ... 0 10

Hide, 112-lb. bags 0 15

Gelatine, 112-lb. bags 0 20

Ground glues, 112-lb. bags—No. 1 0 11

Extra 0 15

GLASS.

(TORONTO QUOTATIONS).

Size United Inches. Star.

Under 26\$6 50

26 to 40 7 00

41 to 50 7 40

51 to 60 8 00

61 to 70 8 75

71 to 80 9 50

81 to 85 10 50

86 to 90 11 00

91 to 95 12 00

96 to 100 13 00

Double Diamond.

Under 26\$ 8 60

26 to 40 10 00

41 to 50 11 70

51 to 60 12 00

61 to 70 12 75

71 to 80 13 85

81 to 85 17 50

86 to 90 18 85

91 to 95 19 20

96 to 100 22 75

101 to 105 32 00

106 to 110 36 00

The following discounts are made from sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft., 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	20.50	
91 to 95	22.00	
96 to 95	25.00	
101 to 105	32.00	
106 to 110	36.00	

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5 per cent. off list, delivered.

City discount, 45 and 5 per cent. off.

Toronto:

Country discount, 40½ off list delivered.

City, 42½ off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine\$9 00 \$9 15

"Anchor," pure 8 70 8 85

Green Seal 8 70 8 85

Brandram's B.B. Genuine 9 70 9 85

C.P. Co. decorated's pu. 8 70 8 85

Crown and Anchor, pure 8 90 9 07

Decor's Pure (Wpg) 8 60

Moore's Pure White Lead 8 70 8 85

Painter's Perfect 8 20 8 35

Ramsay's Pure Lead. 8 70 8 85

Ramsay's Exterior. 8 70 8 85

Tiger Pure 8 40 8 55

"James Genuine" 10 00 10 15

Stephens' H. P. P. (Win- nipeg) 8 70

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. 8 25 6 38

Genuine, 100-pound kegs, per cwt. 8 50 6 75

No. 1 casks, per 100 lbs. 8 00 6 25

Less quantity 8 60

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots. \$19 00

2 lb. pkgs., per 100 lbs. 16 60

5 lb. pkgs., per 100 lbs. 12 00

25 lb. pkgs., per 100 lbs. 11 00

100 lb. pkgs., per 100 lbs. 9 75

200 lb. kegs., per 100 lbs. 9 60

300 lb. pkgs., per 100 lbs. 9 50

600 lb. casks, per 100 lbs. 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls. See weekly report

PAINTS (PREPARED).

Per gallon In qt. tins.

Sherwin-Williams paints. base 2 00

Canada Paint Co.'s pure. 2 00

Elephant and Prism. 1 60

Benj. Moore Co.'s

"Egyptian" Brand 1 45

Moore's house colors, per gallon 1 75

Brandram-Henderson's "English" 2 00

Fresco-Tone, in quarts. 1 80

Ramsay's paints, pure 1 80

Ramsay's paints, Thistle. 1 60

Martin-Senour, 100% pure. 2 00

Senour's floor paints 1 60

Jamieson's Crown and Anchor brand 1 60

Stephens' House Paint (Winnipeg) 1 90

Stephens' Floor Paint (Winnipeg) 1 75

Silkstone Wall Color. 2 00

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 0 90

PARIS GREEN.

Prices f.o.b. Montreal; Quebec, Halifax and St. John.

C.P. Co. Bergers

600-lb. casks 18 18½

250-lb. casks 18½ 19

100-lb. drums 19½ 20

50-lb. drums 19½ 20

25-lb. drums 19½ 20½

1-lb. pack, 100 case. 21½ 22½

½-lb. pack, 100 case 23½ 24½

1-lb. tins, 100 case 22½ 23½

½-lb. tins, 100 case. 25½

Prices f.o.b. Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks. 0 08½

Orange Mineral, 100-lb. kegs 0 08¾

PRIMER.

Gal. 2 25

LUXEBERRY PRIMER.

Gal. 2 25

PASTE WOOD FILLER B.B.

1 lb. cans\$0 18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kegs 0 11

¼ barrels 0 10½

Barrels 0 10

PUTTY.

Standard Montreal Toronto

Bulk, in casks 2 30 2 40

Bulk, 100-lb. drums. 2 50 2 60

Bulk, 25-lb. drums. 2 60 2 70

Bladders, in bbls. 2 80 2 90

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange. 30c lb.

TAR (PINE TAR).

Half pint tins, per doz. 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Tuxite, 1 gal. cans 2 10

Cumoff 2 10

TURPENTINE.

Montreal Toronto

5 gal. See weekly report

Pure, single bbls. See weekly report.

SLATING.

Gal. 0 60 0 64

2 to 4 bbls. 0 60 0 64

Liquid Slating, B.B.\$3 00

Gal. 0 60 0 64

Oil, & Spirit, Berry Bros. \$2.50

Water Stains, Berry Bros. 1.25

Berrycraft stain finish 3 00

Shingletint, 5 gal. cans 1.15

STAINS. Gal.

Liquid Granite\$3 00

Elastic Interior 3 00

Elastic Outside 6 00

Luxeberry, light 3 00

Luxeberry, white 5 00

Luxeberry, spar 4 50

Luxeberry, exterior 5 00

Dugloss finish 3 00

Carriage, No. 1 1 50

Excella 2 00

Mar-Not 2 70

Elastic Oak 1 50

Light oil finish 1 35

Gold sized japan 2 00

Baking black japan 1 35

No. 1 black japan 0 95

Crystal Damar 2 50

No. 1 Damar 2 25

Oilcloth 1 50

House painters' white jap. 1 35

Elastilite varnish 2 25

Copalline varnish 2 25

Granitine floor finish 2 25

Jamieson's floor enamel 1 75

Sherwin-Williams' KOPAL varnish 2 50

Canada Paint Co.'s SUN varnish 2 25

"Flint-Lac," coach 1 30

B. H. Ltd., "Gold Medal," cases 1 80

Dependon Lt. H. Oil Finish 1 55

Everlastic Floor 2 30

Elastica exterior finish 4 25

Flatline floor finish 3 00

Stovepipe varnish, ½ pints, gross 9 00

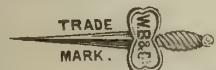
Pure white shellac varnish 2 00

We manufacture sufficient Paris Green each week to

Kill The Entire Population of Germany

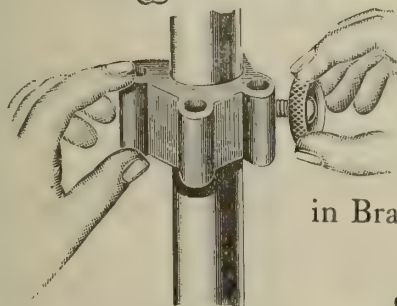
Write for quotations on Munro's Pure Paris Green
and Arsenate of Lead

The Allan Munro Color Company, Limited
Montreal



WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM



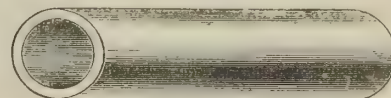
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TUBES

Seamless, Brazed
Iron-cased Mould-
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in Brass, Copper, German Silver, and other Metals.

GENERAL BRASSFOUNDERS
SHOP WINDOW FITTINGS MANUFACTURERS

Canadian Agent, EDWARD WILSON, 2095 Esplanade Ave., Montreal



Over 1000
different sections



CLEVELAND GRINDSTONES

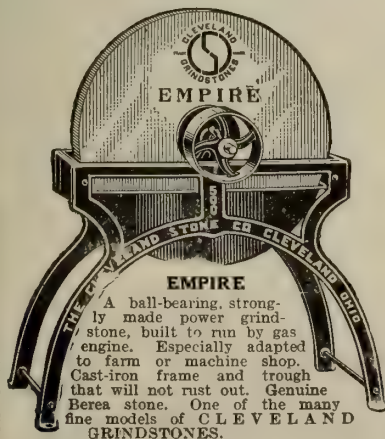
Sold only to Hardware and Implement Dealers

Cleveland Grindstones are the *only* Berea grindstones — the best abrasives in the world. Absolutely even grit—no soft spots or flint spots. Never wear humpy—and never glaze. Our experts of 50 years' experience select the right grit for your customers—no haphazard shipments. Our full guarantee covers every stone and assures you of fair treatment and quick delivery.

"How to Keep Mail Orders at Home"

A new booklet we have just issued to help dealers! Shows you exactly how to thwart the mail order man, and get the business you ought to have. A FREE COPY for you if you'll write for it! Write a postal to us TO-DAY!

THE CLEVELAND STONE CO., Leader-News Bldg., CLEVELAND, OHIO



EMPIRE

A ball-bearing, strongly made power grindstone, built to run by gas engine. Especially adapted to farm or machine shop. Cast-iron frame and trough that will not rust out. Genuine Berea stone. One of the many fine models of CLEVELAND GRINDSTONES.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 60

ANVILS.

Peter Wright, 80 lbs. and up, 12½¢ per lb.; clip horn, 13½¢.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 2¾ lb., \$7.75; 3, 3½ and 4 lb., \$8; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½ lb. and 4 lb., \$10; Black Prince Axes unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., \$28 per doz; 7½ to 9 lb., \$30.80.

BAR S, CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$8.50; Brittain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list.

Leather.

Agricultural leather belting, 66 2-3 per cent. off the list. No. 1, 66 2-3 per cent. off list. Standard, 60 per cent. off list. The "double" list is just twice the price of "single".

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides 95¢; cut, \$1.06.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

Steel, 50 per cent.; wood, 60 per cent.

Wood, tackle, common, 60 per cent.

BOLTS.

Carriage, ¾ and smaller, 60%; 7-16 and larger, 50%; machine, ¾ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2¢ off; case lots, \$2.75 off; stove bolts, 77½%; sleigh shoe bolts to ¾, 50%; 7-16 and up, 40%.

BUILDING PAPER.

Tarred, 55 to 82¢ per roll, according to quality; plain, 40 to 68¢; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coil, 3-16 in., \$10.00; ¼, \$7.25; 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75; ¾, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾, \$4.25. Logging, 5-16, 6¼¢; ¾, 5¼¢; Tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$7.41 each.

CLEVISES, MAIL.

7½¢ per lb.

COPPER.

Sheet and planished copper, 34¢ per lb. Tinned, 27¢. Braziers' soft copper, 10-24 fl., 26¢; 27½¢.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.

Canada, 60; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 10%.

Nicholson's, 65%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

30%.

GASOLINE.

Painters' naphtha, bbls., 21¢ per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES.

Light T and strap, 60%. Corrugated strap, in bulk, 4, 5, 6, 8, 10 and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

Corrugated strap, 4, 5, 6, 8, 10, and 12, 80¢, \$1.08, \$1.40, \$2.25, \$3.40 and \$5.20.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.90.

IRON, GALVANIZED.

Apollo and "Fleur de Lis" Head.

10½ oz. or 28 Eng.	4 75	5 10
28 Am. or 28 Eng.	4 50	4 85
26 Am. or 26 spec'l	4 25	4 60
24 Am. and Eng...	4 10	4 45
22 Am. and Eng...	4 10	4 45
18 & 20 Am. & Eng.	4 00	4 30
16 Am. and Eng...	3 85	4 15

IRONS, S.A.D.

Common Sad Irons, 8 lbs. and 6¢ per lb.; 4 lbs., 7½¢ per lb.

Mrs. Pott's No. 35, set 0 95
Mrs. Pott's No. 50, set 1 00

No. 100, set 1 80
No. 70, set 1 65

Mrs. Pott's common sad iron handles, 85¢ a dozen. Mrs. Pott's improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 25
No. 20, X-ray 11 00

No. 22, Dash-board 9 75
Trulite short globe, doz. ... 7 25

LEAD PIPE.

\$7.50 coil; less coil, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.

Raw, per gal., 79¢; boiled, per gal., 82¢.

These prices are for barrels. Less amounts 5¢ per gal. extra, with additional charges for can, etc.

LOCKS.

Peterboro and fittings, 45 p.c.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50 per cent.

NUTS.

Square and hex., small lots, f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Gal.	Tin varnized
½ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18½¢ gal.; Royalite oil, 16¢ gal.; Palacine oil, 18½¢ gal.; Capital Cylinder, 56¢ gal.; Standard gas engine

oil, 41¢; Polarine oil, 60¢ gal.; Prairie Harvester oil, 30½¢ gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½¢; less than barrel lots, 3¢; golden ochre, barrels, 3½¢; less than barrels, 4½¢; Venetian red, barrel, \$2; less than barrels, \$3; American vermilion, 12¢; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3½¢; English purple oxide, in casks, 3½¢; less quantities, 4¢ per lb. Red lead, kegs, \$8.50. 9¢ lb. for less.

PARIS GREEN.

1 lb. pkgs., 21½¢. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

PIPE, IRON.

¼ inch, \$3.50; ¾ inch, \$3.60; ½ inch, \$4.20; ¾ inch, \$5; 1 inch, \$7.35; 1¼ inch, \$9.90; 1½ inch, \$12; 2 inch, \$16; 2½ inch, \$25.60; 3 inch, \$33.45.

IRON PIPE.

Black, ¼ inch, \$2.50; ¾ inch, \$2.60; ½ inch, \$3.20; ¾ inch, \$3.75; 1 inch, \$5.50; 1¼ inch, \$7.45; 1½ inch, \$8.90; 2 inch, \$12; 2½ inch, \$19.25; 3 inch, \$25.15; 3½ inch, \$30.25; 4 inch, \$35.80; 4½ inch, \$42.35; 5 inch, \$49.75; 6 inch, \$64.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.65; 8 inch, \$4.90. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24, \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-20, \$3.15.

PLOW SHARES10¢ per lb.

POINTS.

Landslide plow, 1½ x 14 in., \$1.75 per dozen.

PURTY.

100-lb. drums 3 00
25-lb. Irons, per cwt. 3 10
1½-lb. tins 0 06

RASPS.

Helers' 70 and 5 per cent.; Helers' horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32¢; 10, 35¢; 12, 37¢; copper burrs, No. 8, 44¢; 10, 47¢; 12, 51¢; copper rivets and burrs. No. 8, 36; 10, 38¢; coppered, No. 8, 17¢; 10, 18¢.

ROPE.

Sisal, 10½¢ base; pure Manila, 15½¢ base; British Manila, 12¢ base; lath yarn, 9½¢ base.

Tarred Marline Hanks, per lb., 26¢.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80 10 and 5 per cent.; flat head, 85 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25.
Grass, \$7.25 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, \$9.65; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask lots, 11½¢; small lots, 11¼¢.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat." No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.50.

SNATHS, SCYTHE.

Grass, No. 2, \$7.25; brush, No. 1, \$8.25.

SOLDER.

Per pound, 25 to 26 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16, \$4.15; ¾, \$3.90; 7-16, \$3.80; ¾, \$3.75; ¾, \$3.75.

STAPLES.

Bright wire per cwt., \$2.55 at Fort William, \$2.95 Winnipeg; galvanized staples, \$3.25 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; harrow, \$3.25 base; cast, octagon tool steel, 8½¢ base; square tool steel, 9½¢ base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE. Rivet. Paten'd
6 in., per 100 ft.... 9 00 9 05
7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42
7 inch, per doz. 1 60
8 inch, per doz. 2 27

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58¢ per lb.

Per Box

20 x 28 I.C. 10 25
20 x 28 I.X. 12 25
Terne Plates 9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75¢.

VARNISHES.

Per gal. cans

Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 00
Best wearing body	5 00
Best gearing varnish	4 00
Extra light hard oil	1 90

WISSES.

Peter Wright's solid box vises, 45 lbs. and over, 14½¢ lb.

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKES CENTRES.

42½¢ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead, ton lots, \$9.20; less than ton lots, \$9.50.

WIRE, BARB.

Per Spool of 80 Rods f.o.b.
Lyman 4-point, Fort William, \$1.90; Winnipeg, \$2.25; Glidden 2-point, Fort William, \$1.77; Winnipeg, \$2.10; Baker 2-point, Fort William, \$1.75; Winnipeg, \$2.07; Alberta 2-point, Fort William, \$1.66; Winnipeg, \$1.93; American special 2-point, Fort William, \$1.40; Winnipeg, \$1.65; plain twist, per 100 lbs., Fort William, \$2.80; Winnipeg, \$3.20; coil spring, No. 9 (coiled), per 100 lbs., Fort William, \$2.20; Winnipeg, \$2.60; No. 12 (coiled), Fort William, \$2.30; Winnipeg, \$2.70; plain galvanized wire, No. 9 (plain), Fort William, \$2.15; Winnipeg, \$2.55; No. 12 (

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

The new decorative, durable, sanitary finish for plaster or metal walls and ceilings and for refinishing burlap. Silkstone takes the place of wall-paper and kalsomine—is better because it may be thoroughly cleansed by simply washing with warm water and soap—is not affected by steam or moisture—especially suited to Bath Rooms, Kitchens, Dining Rooms and Bedrooms.

SILKSTONE FLAT WALL COLOURS
SHOULD FORM PART OF YOUR
“THIS SEASON’S” STOCK. THEY ARE
READY SELLERS TO ALL INTER-
ESTED IN INTERIOR DECORATION.

Full information, color cards, terms and prices on request.

G. F. STEPHENS & CO., LIMITED

Paint and Varnish Makers

WINNIPEG AND CALGARY

WHY

Hardware Dealers should handle
BUFFALO BRAND



**Oils, Lubricants and Specialties
BECAUSE**

You are supporting a HOME INDUSTRY, backed by Canadian money, and not controlled by any Trust or Combine.

BUFFALO BRANDS have won a reputation on their merits alone, of being the leaders in their class.

Our files show hundreds of voluntary testimonials proving this.

Prairie City Oil Co., Limited
WINNIPEG, MAN.

More reasons in next issue, but get ready for Spring, by ordering NOW.

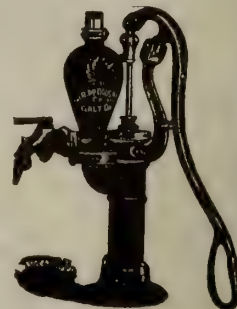
Pumps that Carry Good Will

Dealers that sell McDougall's "Are-macdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal —
hand fitted valves —
air-tight — strong —
lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

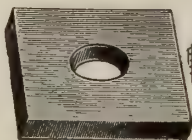
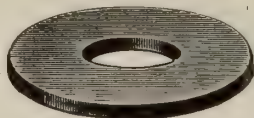


WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square

Plain or
Galvanized

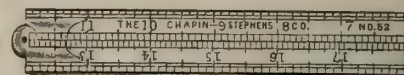
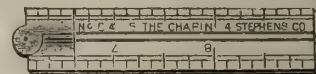
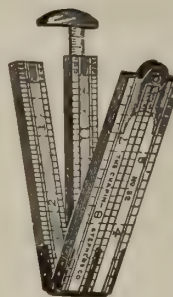
Annealed
Rivet Burrs

Felloe Plates

Sheared and
Punched Plates

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.



Rules

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

BIG

RESULTS

from small investments. Read
Hardware & Metal's Want
Ad. Page.

WE HAVE THE FACILITIES FOR TURNING OUT
The Highest-Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario
 GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.



GLASS

of
every description
for building purposes

*Sheet, Plate, Figured
Leaded, Mirrors*

A trial will convince you that our quality, prices and service are a triple combination hard to beat.

**The Consolidated Plate Glass
Company of Canada, Ltd.**

241 Spadina Ave., Toronto.
 30 St. Sulpice St., Montreal.
 375 Balmoral St., Winnipeg.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

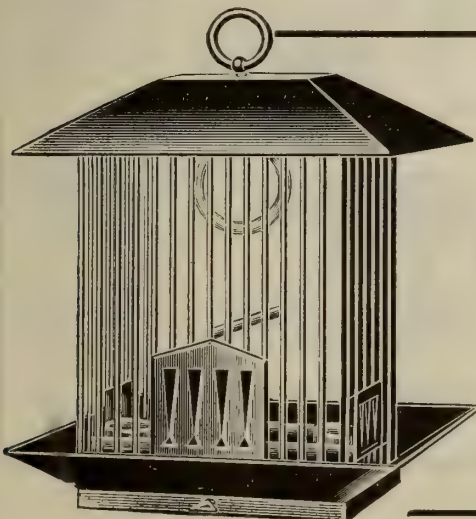
Contractors to the Admiralty and War Office



Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
 NAVAL BRASS FOUNDRY**

Our new Catalogue, fully illustrated, mailed free on
 Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
 Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.



"HENDRYX"
 A word for quality

THE CAGE DISTINCTIVE

A new idea in cage manufacture.
Colonial Cage No. 9000

Made of all brass and in place of wires and rail, 1/4-inch seamless brass tubing is used, giving a rich and solid appearance to the cage. The cups are inside and protected by a sliding screen. The base contains a deep drawer. Furnished in Dull Brass, Polished Brass or Antique Copper.

The Andrew B. Hendryx Co., NEW HAVEN, CONN.,
 U. S. A.



Make Your Local Advertising Pull Good Business

One of the best means at your disposal, for stirring up business, is intelligent advertising in your local newspapers. Have you felt the need of small cuts to put life and selling power into your advertisements? No doubt you have, but owing to the cost of cuts required for this, you have been prevented from going more thoroughly into the matter. Hardware and Metal has overcome this difficulty, and will supply you with cuts, at very low cost. They will cost you only fifteen cents each. We have two hundred of them in Hardware and Metal's Electro Service. Send for sample sheets, showing proofs of these valuable little cuts. Then make your selection.

HARDWARE & METAL

143-153 University Avenue, Toronto

Montreal

Winnipeg

Boston

New York

Chicago

London, Eng.

HARDWARE AND METAL'S ELECTRO SERVICE—ASSORTMENT No. 4



Electros on this page will be supplied at 15 cents each. Cash with order. Be sure and order by number.

Address all orders for cuts to
Hardware and Metal, 143-153 University Ave., Toronto, Canada

A FEW days ago the Editors of Hardware and Metal submitted their initial draft of editorial features for the Annual Spring Number, to be issued March 20.

It is evident from the plans already made, that this year's Spring Number will have more to interest and instruct Canadian Hardwaremen, than any of the splendid issues of the past. A strong effort is being made to branch out along lines quite new to Canadian trade journalism. Both reading matter and illustrations will be distinctly different.

Have you any suggestions that would help the Editors? Is there any special kind of hardware information that you would care to learn from Hardware and Metal's Annual Spring Number?

The firms who advertise are the firms who invite your patronage, and are most deserving of it. A product that is persistently advertised to the critical dealer is a product that can be relied upon to give the satisfaction desired, for the maker behind that product must have confidence that it will earn your approval; otherwise, he would not dream of holding it up for your and your customer's criticism.

Origin of the HAMMOCK

Hammocks have been made for nearly a thousand years, having been first made by the original enthusiasts of outdoor living in countries where it is necessary to sleep suspended above the ground, away from vermin and dampness. After several years, numbers of people who were not forced to do so also adopted the hammock as an article of comfort, utility and recreation, until an industry of dignified proportions grew up to supply the demand.

Growth of the Industry

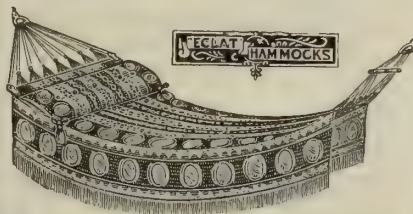
From this point on the growth of the hammock industry depended upon the ability of the different manufacturers to accurately forecast and anticipate the taste of the public in the way of designs, colors and improved methods of construction.

A Stride in Advance

The entrance of the Hohlfield Manufacturing Co. in the field was a Red Letter Day in the history of hammock making; the public immediately recognized the improvements they introduced in the way of construction, elaboration of color combinations and intricacies of designs.

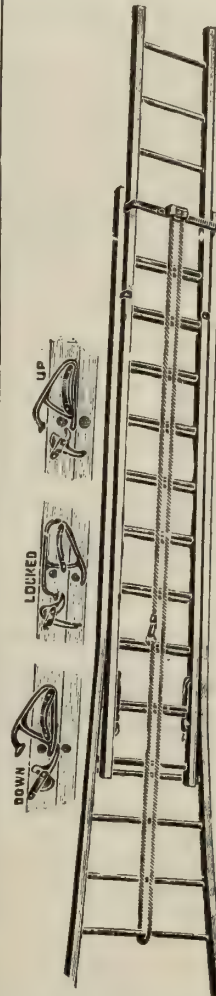
Hohlfield Hammocks, although better to-day by far, cost no more than ordinary hammocks; and when you sell a Hohlfield hammock at any price you are giving the BEST VALUE possible to furnish at that figure. The yarn used in Hohlfield hammocks differs from that used in others. It brings out the design and colors, and at the same time adds strength to the fabric.

LET US PUT FULL DETAILS RE HOHLFELD SUPERIORITY IN SERVICE AND AS A SELLER BEFORE YOU.



THE HOHLFELD MANUFACTURING CO.
PHILADELPHIA, PA.

STRATFORD Roped Extension LADDERS



ABSOLUTELY THE BEST ON THE MARKET — AND IT SPEAKS FOR ITSELF IN SERVICE.

Made of high-grade yellow pine with rock elm rounds.

Rounds so placed as to take up all strain and prevent sagging. Reinforced by hardened galvanized steel wire, running the full length of each side and properly embedded and fastened in the material.

THIS WILL EXTEND VERY EASILY WITHOUT THE USUAL CATCHING AND JERKING—has full sliding motion which is worked with a light pull on the rope. Can be had in lengths from 20 ft. to 60 ft. EXTRAORDINARY PROFIT.

Write for a Catalogue in Ladders, Camp and Lawn Furnishings, Etc.

The Stratford Mfg. CO.

Limited
Stratford, Ontario

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

WANTED TO BUY—GENERAL OR HARDWARE store in the Eastern Townships. Give amount of last year's turnover, also stock on hand and terms, proprietor or rent. Box 161, Hardware & Metal, Toronto. (8)

SITUATION WANTED BY INDUSTRIOUS man 30 years of age, with fourteen years' retail, wholesale and travelling experience in shelf and heavy hardware. Best references; abstainer. Address Box 164, Hardware and Metal, Toronto. (11)

TRAVELLER, WITH AUTOMOBILE, HAS first-class connection with best hardware trade in Toronto, is in position to represent good house on commission basis or salary and commission. Box 159, Hardware & Metal, Toronto.

WANTED — BOOKKEEPER. MUST HAVE knowledge of Hardware. Stenographer and typist preferred. Apply stating age, experience and salary expected. Geo. W. Ecclestone, Bracebridge.

WANTED—SET TINSMITH TOOLS. MUST be in good repair. Write W. Lindenfeld, Parkhill, Ont. (8)

SITUATIONS VACANT

WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—PLUMBING AND TINSMITHING business in booming city, must be sold, ill health. Box 163, Hardware and Metal, Toronto. (8)

FOR SALE—HARDWARE STOCK—GOOD eastern location. Stock about \$6,000. Turnover \$17,000. Shows a gross profit of nearly \$4,000. Apply Box 153, Hardware & Metal, Toronto. (8)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

NORCROSS

Cultivator-Hoes and Weeders



"Preferred to the ordinary hoe by all who know"

because they accomplish much more and better work with less labor — because they cultivate closer to plants without injury than is possible with any other kind of implement, leaving the soil level, loose and untrampled. An up-to-date garden implement that costs but little more than the old-fashioned hoe.

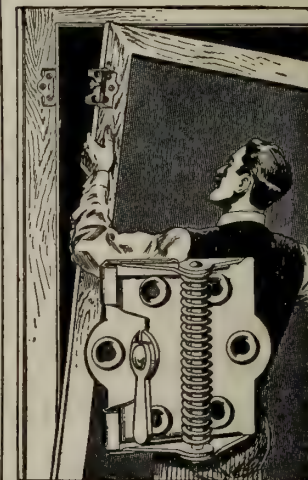
HIGHEST QUALITY. LIBERAL PROFIT Write for circulars and prices.



C. S. Norcross & Sons
Manufacturers
BUSHNELL - ILL., U.S.A.

THE NATIONAL CASH REGISTER COM-pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN-stalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.



JIFFY
Detachable
Screen
Door
Hinge
Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for **WINTER STORM DOORS**, as well as **SCREEN DOORS**. Made in all finishes, twelve pairs packed in a box. Be sure and have your jobber show you this hinge before buying others, or **WRITE FOR SAMPLE TO**

SAUNDERS & WAINWRIGHT
St. Nicholas Bldg. Montreal

Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find \$....., for which insert following advertisement in your "Want" Ad. Page times. (For Rates see top of this page.) (Each figure, including box number, counts as one word.)

Signed

Town Province

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL

COPPERINE

CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

BEAR BRAND LAMP BLACKS
*A Germantown of quality
that gets big business*



WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

SEYMOUR SHEARS
have been the
Standard for over
eighty years

**TAILOR SHEARS
TRIMMERS**



**BANKER SHEARS
BARBER SHEARS
LADIES' SCISSORS**

TINNER SNIPS



Catalog illustrating full line of Seymour Shears gladly sent on request.
Selling Agents, **WIEBUSCH & HILGER, Limited, New York**
A. MacFARLANE & CO., Montreal
Canadian Agents.



Hardwaremen, sell the Skating Rink in your town a J & R Rink Scraper, which cleans off snow, ice and slush. Write for circular.

James & Reid
Sole Manufacturers
Perth, Ont.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

**STEEL STAMPS
LETTERS
FIGURES**

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

A want ad. in this paper will
bring replies from all
parts of Canada.

FIRE BRICK & FIRE CLAY
BEST
PENNSYLVANIA QUALITY
No Order Too Small To Receive Our Best
Attention

ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA

MYERS

**PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS**

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

The
Condensed Ad.
page
will interest you

**Big Profit and Satisfaction
in Selling**



"AYLMER" Force Pumps

They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

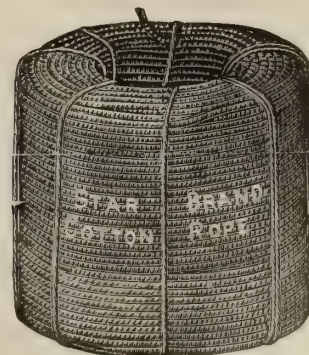
It will be to your interest to write for full particulars now.

**Aylmer Pump and Scale
Company, Limited**
Aylmer, Ont., Canada

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.



WANTED—BY FIRST-CLASS HARDWARE-man with ten years' experience, position as salesman or manager; Eastern town preferred. Can give best of references. Temperate. Box 000, Hardware & Metal, Toronto.

Look at this Advertisement!

Somebody *in the hardware trade* is going to be interested in that little advertisement. Perhaps a great many will be. Certainly nobody *outside* the hardware trade will care a continental about it.

Yet there are some people who insert advertisements like that in daily papers. A mighty small percentage of the readers of *any* daily paper are engaged in the hardware trade and there is no daily in Canada which is read by any considerable proportion of the Canadian hardware trade.

The place for an advertisement of that kind is on the Condensed Advertisement Page of Hardware and Metal. There it will be seen by nearly everybody in the trade in every part of the Dominion. The cost is insignificant—2 cents per word for first insertion and 1 cent per word for each subsequent insertion. Numerals each count as a word, and if Box Number is used, there is an extra charge of 5 cents per insertion.

The above advertisement, for example, would cost *69 cents* for one insertion, and *37 cents* for each subsequent insertion. And it would secure the attention of nearly everybody in Canada who would be at all interested in such a proposition.

Advertisements for the Condensed Ad. Page should reach our Toronto office not later than Thursday morning for insertion in the current week's issue.

HARDWARE AND METAL

143-153 University Ave., Toronto

MONTREAL WINNIPEG BOSTON NEW YORK CHICAGO LONDON, ENG.

NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80 %

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONE METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

**THE INTERNATIONAL
NICKEL COMPANY**

43 Exchange Place, New York.

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL



OKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba—Bissett & Loucks, Limited, Winnipeg

British Columbia—McPherson &
Teetzel, Vancouver

Reliable
QUALITY

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Agents: **A. RAMSAY & SON COMPANY, Montreal.**



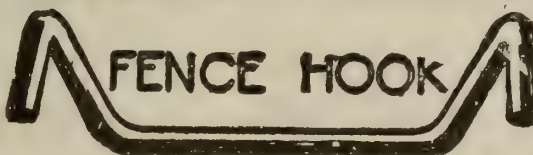
FORD MASTER VIBRATOR

The "American Master" differs from all others. Takes place of switch on coil box. No lock required. Dealers, write for prices.

GEO. W. MacNEILL CO., 85 Richmond Street W.
Exclusive Factory Agent TORONTO

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED WIRE,
CLOTHES LINE WIRE, STAPLES,
ETC.

The Western Wire and Nail Co., Limited,

London, Ont.

YOU CAN TALK ACROSS THE CONTINENT FOR TWO
CENTS PER WORD WITH WANT AD. IN THIS PAPER

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

- Abrasive Wheels.**
The Adamite Wheel & Mfg. Co., Hamilton.
Carborundum Co., Niagara Falls, N.Y.
- Air Hoists.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Aluminum.**
British Aluminum Co., Toronto.
- Aluminum Ware.**
Hoods, Ltd., Birmingham, Eng.
Northern Aluminum Co., Toronto.
Sheet Metal Products Co., Toronto.
- Aluminum, Alloy, Ingot, Sheet, Wire.**
British Aluminum Co., Toronto.
- Ammunition.**
Dominion Cartridge Co., Montreal.
Hercules Powder Co., Wilmington, Del.
Remington Arms Union Metallic Cartridge Co., New York.
Eley Bros., Transcona, Man.
- Animal Traps.**
Oneida Community, Ltd., Oneida, N.Y.
Peck, Stow & Wilcox Co., Southington, Conn.
- Anchors.**
Henderson & Richardson, Montreal.
- Annunciator Systems.**
Northern Electric Co., Montreal.
- Anvils.**
Brooks & Cooper, Sheffield, Eng.
- Ash Sifters.**
Burrows Mfg. Co., Toronto.
J. Samuels, Toronto.
Soren Bros., Toronto.
- Auger Bits.**
A. C. Leslie Co., Montreal.
Ford Auger Bit Co., Holyoke, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Russell Jennings Mfg. Co., St. Catharines.
- Auto Accessories.**
Canadian Consolidated Rubber Co., Montreal.
E. T. Wright Co., Ltd., Hamilton.
Canadian H. W. Johns-Manville Co., Toronto.
- Novelty Mfg. Co., Waterbury, Conn.**
- Auto Lighting Systems.**
Canadian H. W. Johns-Manville Co., Ltd., Toronto.
- Axles.**
B. J. Coghlin, Montreal.
- Babbitt Metal.**
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Alonzo W. Spooner, Ltd., Port Hope.
Tallman Brass & Metal Co., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.
- Bags and Sacks.**
Scythes & Co., Toronto.
- Baits, Spoon.**
The Andrew B. Hendryx Co., New Haven, Conn.
- Bale-Ties.**
Frost Wire Fence Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Hamilton, Ont.
The Stanley Works, New Britain.
- Bar Iron.**
Canadian Tube & Iron Co., Montreal.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.
- Bar Iron and Steel.**
Dominion Iron & Steel Co., Ltd., Sydney.
- Barn Door Hangers.**
MacKenzie Bros., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
- Barn Equipment.**
MacKenzie Bros., Winnipeg, Man.
- Bath Room Fittings.**
Canadian Consolidated Rubber Co., Montreal.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain.
Novelty Mfg. Co., Waterbury, Conn.
- Batteries and Accessories.**
Can. H. W. Johns-Manville Co., Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.
Northern Electric Co., Montreal.
- Bells.**
Taylor-Forbes Co., Guelph.
- Bells, Electric.**
Northern Electric Co., Montreal.
- Beltting.**
Canadian Consolidated Rubber Co., Montreal.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
MacKenzie Bros., Winnipeg, Man.
- Best Goods.**
Merritt & Co., Chatham, Ont.
- Bicycles.**
Bown Mfg. Co., Birmingham, Eng.
- Iver Johnson's Arms & Cycle Works**
Fitchburg, Mass.
- Bird Cages.**
E. T. Wright Co., Ltd., Hamilton.
Andrew B. Hendryx Co., New Haven.
- Biscuit Boxes.**
Soren Bros., Toronto.
- Bits.**
Ford Auger Bit Co., Holyoke, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Progressive Mfg. Co., Torrington, Conn.
Russell Jennings Mfg. Co., St. Catharines.
- Binder Twine.**
Consumers Cordage Co., Montreal.
- Blocks, Lifting.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Bolts and Nuts.**
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.
- Boilers and Radiators.**
Gurney Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.
- Bolts.**
Northern Bolt & Screw Co., Owen Sound, Ont.
Canadian Tube & Iron Co., Montreal.
London Bolt & Hinge Works, London.
The Steel Co. of Canada, Ltd., Hamilton.
- Bows, Buggy, Auto and Express.**
Merritt & Co., Chatham, Ont.
- Box Strapping.**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
- Box Hinges and Locks.**
The Stanley Works, New Britain.
- Braces.**
Goodell-Pratt Co., Greenfield, Mass.
Miller's Falls Co., New York.
Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain.
- Brackets, Shelf.**
Atlas Mfg. Co., New Haven, Conn.
The Stanley Works, New Britain, Conn.
Canada Steel Goods Co., Hamilton.
Taylor-Forbes Co., Hamilton.
- Brakes, Metal Working.**
Brown, Boggs Co., Hamilton.
Steel Bending Brake Works, Chatham.
- Brass Goods.**
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton
- Brass, Sheets, Tubes and Rods.**
Tallman Brass & Metal Co., Hamilton
- Braziers.**
Clayton & Lambert Mfg. Co., Detroit.
- Bread Mixers.**
Landers, Frary & Clark, New Britain.
- Brooms.**
MacKenzie Bros., Winnipeg, Man.
- Brushes.**
Meakins & Sons, Hamilton.
Stevens-Hopner Co., Port Elgin.
G. F. Stevens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
- Builders' Tools and Supplies.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
Miller, Morse Hdw. Co., Winnipeg.
North Bros. Mfg. Co., Phila., Pa.
Stanley Rule & Level Co., New Britain.
- Builders' Hardware.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
Evered & Co., Birmingham, Eng.
Howland, H. S., Sons & Co., Toronto.
Lawson Mfg. Co., Chicago.
May & Padmore, Birmingham, Eng.
Miller, Morse Hdw. Co., Winnipeg.
Peck, Stow & Wilcox Co., Cleveland, Ohio.
Richards Wilcox Can. Co., London.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.
- Burlap.**
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
- Burners.**
The Stanley Works, New Britain, Conn.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Hamilton.
- Butts.**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
Taylor-Forbes Co., Guelph, Ont.
- Butts and Hinges.**
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain.
Taylor-Forbes Co., Guelph, Ont.
- Butts, Spring.**
Chicago Spring Butt Co., Chicago.
- Cake Tins.**
Soren Bros., Toronto.
- Calipers.**
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.
- Chalks.**
Neverslip Mfg. Co., New Brunswick, N.J.
- Camp Kettles.**
Soren Bros., Toronto.
- Cans.**
Thos. Davidson Mfg. Co., Montreal.
Macdonald Mfg. Co., Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service Co., Toronto.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Canada Plates.**
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Toronto.
B. & H. S. Thompson & Co., Montreal.
Sheet Metal Products Co., Ltd., Toronto.
- Carpet Sweepers.**
Bissell Carpet Sweeper Co., Grand Rapids, Mich.
MacKenzie Bros., Winnipeg, Man.
- Cartridges.**
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.
Remington Arms Union Metallic Cartridge Co., Windsor, Ont.
- Carriers.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Casseroles.**
MacKenzie Bros., Winnipeg, Man.
- Cattle and Trace Chains.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
- Ceilings, Metal.**
Metallic Roofing Co., Toronto.
- Cement.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Alfred Rogers, Ltd., Toronto.
- Cement Working Tools.**
The Adamite Wheel & Mfg. Co., Hamilton.
T. Slack & Co., Toronto.
- Chaffing Dishes.**
Landers, Frary & Clark, New Britain.
MacKenzie Bros., Winnipeg, Man.
- Chain Blocks.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Chain Clutches.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Chain Drills.**
Smith & Hemenway Co., New York.
- Chain, Manufacturers.**
The Andrew B. Hendryx Co., New Haven, Conn.
McKinnon Chain Co., St. Catharines.
Oneida Community, Oneida, N.Y.
- Chain, Trace, Logging, Halter.**
R. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines.
- Chain Leads, Agricultural.**
R. J. Coghlin, Montreal.
Canada Chain Co., Sarnia.
- Chain, Treble-Refined Iron.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Chain Slings.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Chisels.**
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
Quality Tool Co., Montreal.
Smith & Hemenway Co., New York.
Stanley Rule & Level Co., N. Britain.
- Churns.**
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell, Ltd., Hamilton.
Maxwell, David, & Sons, St. Mary's, England.
- Clippers, All Kinds.**
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
- Clocks.**
The Western Clock Co., La Salle, Ill.
- Clothes Pins.**
Wm. Cane & Sons Co., Newmarket, Ont.
Meakins & Sons, Hamilton.
- Clothes Driers.**
Cummer-Dowswell, Ltd., Hamilton.
- Clothes Line.**
Hamilton Cotton Co., Hamilton, Ont.
MacKenzie Bros., Winnipeg, Man.
- Clothes Wringers.**
Cummer-Dowswell Co., Hamilton, Ont.
J. H. Connor & Son, Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York City.
- Coffee Percolators.**
Landers, Frary & Clark, New Britain.
MacKenzie Bros., Winnipeg, Man.
National Electric Mfg. Co., Toronto.
Northern Electric Co., Montreal.
- Colors, Dry.**
Allan Munro Color Co., Montreal.
A. Ramsay & Son Co., Montreal.
Canada Paint Co., Montreal.
G. F. Stephens & Co., Winnipeg.
- Cold Rolled Strip Steel.**
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- Conductor Pipe.**
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.
- Cord, Wire Picture.**
The Andrew B. Hendryx Co., New Haven, Conn.
- Cordage.**
Hamilton Cotton Co., Hamilton.
Consumers Cordage Co., Ltd.
Scythes & Co., Toronto.
- Cornices, Metal.**
Metallic Roofing Co., Toronto.
The Stanley Works, New Britain.
- Cotton Buck.**
Scythes & Co., Toronto.
- Cotton Wipers.**
Scythes & Co., Toronto.
- Cow Sprays.**
The Paterson Mfg. Co., Ltd., Toronto.
- Cow Sprayers.**
The Paterson Mfg. Co., Ltd., Toronto.
- Cow Ties.**
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Ltd., Niagara Falls.
- Cranes, Electric.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Cranes, Hand Power.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Cranes, Overhead Traveling.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Cranes, Wall.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Crowbars.**
B. J. Coghlin, Montreal.
- Cultivators, Hand.**
C. S. Norcross & Sons, Bushnell, Ill.
- Cuspidors.**
Thos. Davidson Mfg. Co., Montreal.
MacKenzie Bros., Winnipeg, Man.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
- Cutlery, Razors, Scissors, etc.**
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Crooks, Jonathan, & Son.
Henderson & Richardson, Montreal.
Howland, H. S., Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal.
Thos. Mortimer, Toronto.
MacKenzie Bros., Winnipeg, Man.
McClashan, Clarke Co., Ltd., Niagara Falls.
Miller, Morse Hdw. Co., Winnipeg.
Alfred Williams, Sheffield, Eng.
- Cutter and Sleigh Stock.**
Merritt & Co., Chatham, Ont.
- Derricks.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Dies.**
Pratt & Whitney Co., Dundas, Ont.
- Door Bolts.**
Peck, Stow & Wilcox Co., Cleveland, Ohio.
The Stanley Works, New Britain, Conn.
- Door Checks.**
Taylor-Forbes Co., Guelph, Ont.
- Door Checks.**
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
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The Stanley Works, New Britain.
Richard Wilcox Canadian Co., London, Ont.
Taylor-Forbes Co., Guelph, Ont.
- Doubletires.**
MacKenzie Bros., Winnipeg, Man.
- Drills.**
Pratt & Whitney Co., Dundas, Ont.
- Drawer Pulls.**
P. & F. Corbin, New Britain, Conn.
Peck, Stow & Wilcox Co., Cleveland, Ohio.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
- Drills, Brick and Stone.**
Whitman & Barnes Mfg. Co., St. Catharines.
Wilt Twist Drill Co., Walkerville.
- Dry Batteries.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
MacKenzie Bros., Winnipeg, Man.
Northern Electric Co., Montreal.
- Door Mats.**
Kuhn-Anderton Co., Port Hope, Ont.
- Dustless Dusters.**
Channell Chemical Co., Toronto.
MacKenzie Bros., Winnipeg, Man.
- Dustless Mops.**
MacKenzie Bros., Winnipeg, Man.
Channell Chemical Co., Toronto.
- Eavestroughs.**
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.
Wheeler & Bain, Toronto.
- Elbows.**
E. T. Wright Co., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.
- Electrical Heating Specialties.**
Landers, Frary & Clark, New Britain.
MacKenzie Bros., Winnipeg, Man.
National Electric Mfg. Co., Toronto.
Renfrew Electric Co., Renfrew.
Flexible Conduit Co., Guelph, Ont.
- Emery or Corundum Wheels.**
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
- Electric Fixtures.**
The Barton-Netting Co., Ltd., Windsor.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
- Electric Irons.**
Chicago Flexible Shaft Co., Chicago.
Flexible Conduit Co., Guelph, Ont.
MacKenzie Bros., Winnipeg, Man.
Renfrew Electric Mfg. Co., Renfrew.
Landers, Frary & Clark, New Britain.
National Electric Mfg. Co., Toronto.
- Electrical Tools.**
Smith & Hemenway Co., New York.
- Electricians' Supplies.**
Northern Electric Co., Montreal.
- Emery Cloth.**
John Oakley & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.
- Emery Wheels.**
The Adamite Wheel & Mfg. Co., Hamilton.
Jno. Oakley & Sons, Ltd., London, Eng.
- Enamels.**
Canada Paint Co., Montreal.
Martin-Senour Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
- Enamelled Ware.**
Hoods, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Montreal.
MacKenzie Bros., Winnipeg, Man.
McClary's, London, Ont.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
- Escutcheon Pins.**
The Parmenter & Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton.
- Eveners, 2, 4 and 8 Horse.**
MacKenzie Bros., Winnipeg, Man.
- Fasteners, Storm Sash and Screen.**
MacKenzie Bros., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
- Fencing, Woven Wire.**
The Steel Co. of Canada, Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
- Filters.**
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- Figured Rolled Glass.**
A. Ramsay & Son Co., Montreal.
- Files and Rasps.**
Varnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
- Disston, Henry, & Sons, Philadelphia.**
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
- Firearms and Ammunition.**
Harrington & Richardson Arms Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms U.M.C. Co., Windsor, Ont.
- Fire Brick.**
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
- Fire Clay.**
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
- Fire Pots.**
Clayton & Lambert Mfg. Co., Detroit.
Northern Electric Co., Montreal.
- Fire Door Fixtures.**
The Stanley Works, New Britain.
Richard Wilcox Can. Co., London.
Taylor Forbes Co., Guelph, Ont.
- Fire Place Furnishings.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Peck, Stow & Wilcox Co., Southington, Conn.
- Fishing Tackle.**
Abbey & Imbrie, New York.
Andrew B. Hendryx Co., New Haven.
- Flags.**
Scythes & Co., Toronto.
- Flashlights, Electric.**
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Northern Electric Co., Montreal.
Interstate Electric Novelty Co., Toronto.
- Flint Paper.**
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- Floor Wax.**
Cooke & Boulton, Toronto.
- Food Choppers.**
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D. Maxwell & Sons, St. Mary's.
Peck, Stow & Wilcox Co., Southington, Conn.
- Folding Tubular Steel Tripods.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Force Cups.**
Canadian Consolidated Rubber Co., Montreal.
- Forgings.**
The Steel Co. of Canada, Ltd., Hamilton.
- Friction Hoists.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Galvanizing.**
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
E. T. Wright Co., Ltd., Hamilton.
Sheet Metal Products Co., Ltd., Toronto.
- Galvanized Iron.**
Henderson & Richardson, Montreal.
John Lynght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
- Galvanized Steel Tanks.**
Wayne Oil Tank & Pump Co., Woodstock, Ont.
- Galvanized Ware.**
H. S. Howland, Sons & Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.
MacKenzie Bros., Winnipeg, Man.
McClary's, London, Ont.
Sheet Metal Products Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
- Galvanized Wire.**
Dominion Iron and Steel Co., Ltd., Sydney.
- Frost Wire Fence Co., Ltd., Hamilton, Ont.**
- Garbage Cans.**
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., London.
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Soren Bros., Toronto.
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- Garden Cultivators.**
C. S. Newman & Sons, Bushnell, Ill.
- Garden Tools.**
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- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
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- Gas Engine Silencers.**
Maxim Silencer Co., Hartford, Conn.
- Gasoline.**
Pitner Gasoline Lighting Co., Toronto.
- Gasoline Lamp Supplies.**
Pitner Gasoline Lighting Co., Toronto.
- Gasoline Tanks, Underground.**
Wayne Oil Tank & Pump Co., Woodstock, Ont.
- Gates.**
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- Gauges.**
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Consolidated Plate Glass Co., Toronto.
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G. F. Stephens & Co., Winnipeg.
- Glass Cutters.**
Smith & Hemenway Co., New York.
- Glass, Ornamental.**
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Excelsior Plate Glass Co., Toronto.
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Toronto Plate Glass Importing Co., Toronto.
- Glass, Sheet and Figured.**
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Consolidated Plate Glass Co., Toronto.
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Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
- Glue.**
Henderson & Richardson, Montreal.
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- Gauges.**
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Peck, Stow & Wilcox Co., Southington, Conn.
- Gravity Electric Hoists.**
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- Gravity Lowering Blocks.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
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Harrington & Richardson Arms Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
Remington Arms-U.M.C. Co., Windsor.
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- Hammers.**
Peck, Stow & Wilcox Co., Cleveland, Ohio.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
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- Hand Hoists.**
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Taylor Forbes Co., Guelph, Ont.
Watrous Acme Mfg. Co., Des Moines, Iowa.
- Hardware, Metal Window.**
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Frost Wire Fence Co., Ltd., Hamilton, Ont.
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The Stanley Works, New Britain.
Taylor Forbes Co., Guelph, Ont.
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Chicago Spring Butt Co., Chicago.
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- Hockey Sticks.**
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- Hoists, Chain, Electric and Pneumatic.**
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- Hoisting and Conveying Machinery.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
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Peck, Stow & Wilcox Co., Cleveland, Ohio.
The Steel Co. of Canada, Ltd., Hamilton.
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Laidlaw Bale-Tie Co., Hamilton, Ont.
Horseshoes and Nails.
The Steel Co. of Canada, Ltd., Hamilton.
Hose, Garden and Lawn.
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
Horse Covers.
Canadian Consolidated Rubber Co., Montreal.
Ice Cream Freezers.
Wm. Cane & Sons Co., Newmarket.
McClary's, London, Ont.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
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North Bros. Mfg. Co., Philadelphia.
Quality Tool Co., Montreal.
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B. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd., Sydney.
Henderson & Richardson, Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
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Canadian Tube & Iron Co., Montreal.
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Knife Polish.
Jno. Oakley & Sons, Ltd., London, Eng.
Knurling Tools.
Pratt & Whitney Co., Dundas, Ont.
Ladders, Step.
Otterville Mfg. Co., Ottaville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.
Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.
Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilkes Martin Wilkes Co., New York.
Lamps, Gasoline.
Pitner Gasoline Lighting Co., Toronto.
Lamps, Incandescent.
Northern Electric Co., Montreal.
Lanterns.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Ontario Lantern & Lamp Co., Hamilton, Ont.
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E. T. Wright Co., Ltd., Hamilton.
Lashes.
Hamilton Whip Co., Hamilton, Ont.
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Latebus.
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Taylor Forbes Co., Guelph, Ont.
Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
Lawn Mowers.
D. Maxwell & Sons, St. Mary's.
S. P. Townsend & Co., Orange, N.J.
Taylor Forbes Co., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines.
Lawn Settees.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Stratford Mfg. Co., Stratford.
Lawn Swings.
J. E. Beauchamp & Co., Montreal.
F. E. Myers & Bro., Ashland, Ohio.
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J. Rabone & Sons, Birmingham, Eng.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Linseed Oils.

Canada Linseed Oil Mills, Toronto, Montreal.

Locks, Knobs, Escutcheons, etc.

Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
Peck, Stow & Wilcox Co., Cleveland, Ohio.
Taylor Forbes Co., Guelph, Ont.

Lumbering Tools.

Argall Bros., Three Rivers, Que.
Pink, Thos., & Co., Pembroke, Ont.

Mall Boxes.

J. E. Beauchamp & Co., Montreal.

Mantles.

Pitner Gasoline Lighting Co., Toronto.
Hamilton Gas Mantle Co., Hamilton.

Mantels and Grates.

The Barton-Netting Co., Ltd., Windsor, Ont.

Mattings, Flexible Steel, Wire.

Kuhne-Anderson Co., Port Hope, Ont.

Mechanics' Tools.

Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.

Metals.

Canada Metal Co., Toronto.
Overhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C. & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Stanley Works, New Britain, Conn.
Tallman Brass & Metal Co., Hamilton.

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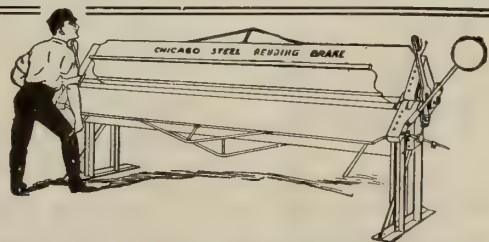
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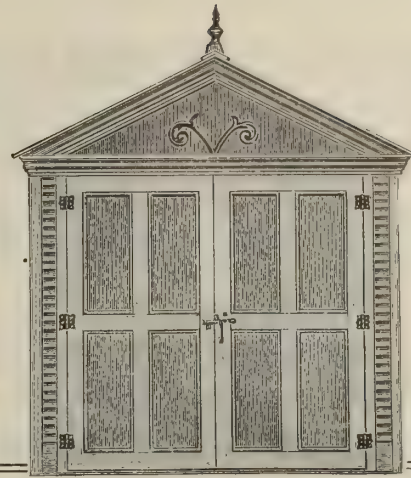
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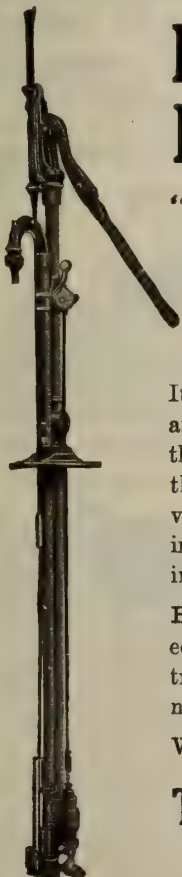
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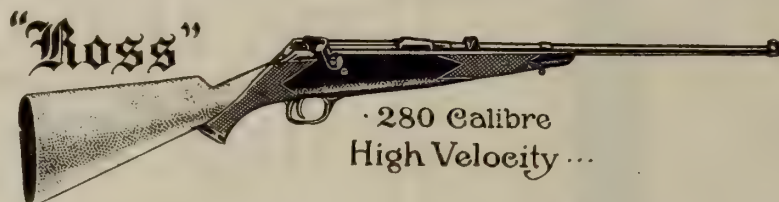
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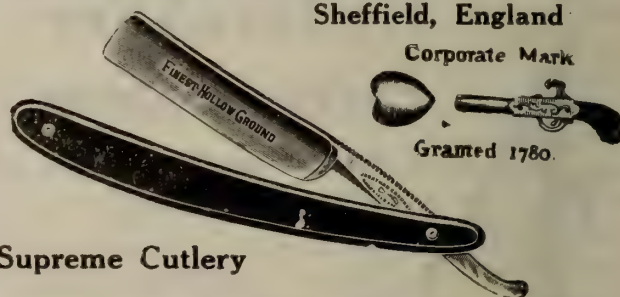
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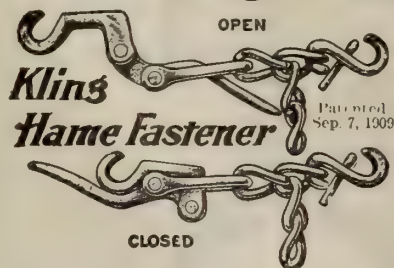
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handle
Screw top

See that Thread Reel under the finger tips.

THIS PRINCIPLE IS RIGHT.

JUST OUT NEW.

Convenient counter display box, and show-card in three colors. Actual size of box 10% x 4% x 1%. One box with every 1/2 doz. awls. Shipping weight 2 lbs.

Ask for 1914 catalogue and wholesale prices.

C. A. MYERS CO., Inc., Sole Owners and Manufacturers,
6374 University Avenue, CHICAGO, ILL., U. S. A.

Canadian distributors: Merrick-Anderson Co., Winnipeg, Man., Canada; A. Prud'homme & Fils, Limited, 10 Rue de Breslois, Montreal, Canada; The Hobbs Hardware Co., Ltd., London, Ont., Canada; Marshall-Wells Co., Ltd., Winnipeg, Man., Can.

Made in
CANADA



SOLD ON MERIT

"HOYT FROST KING"

Makes Steady Customers and Good Profit

It has an exceptionally fine, uniform grain—distinctive quality that means distinctive service and extraordinary demand. Over 40 years' experience in selecting and mixing of metals, and our "satisfaction or money back guarantee" behind it.

Send a trial order through your jobber.

HOYT METAL COMPANY

Factory and Offices, EASTERN AVE. and LEWIS ST., TORONTO, ONTARIO
New York, N.Y.; London, Eng.; St. Louis, Mo.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

MONTREAL

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CALGARY

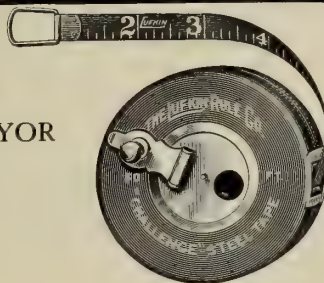
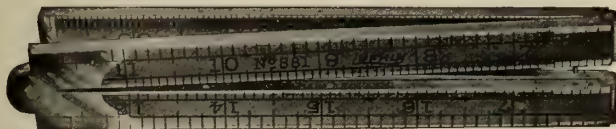
VANCOUVER

When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR
are looking for the trade-mark

LUFKIN



The fact that

LUFKIN

Measuring Tapes and Rules

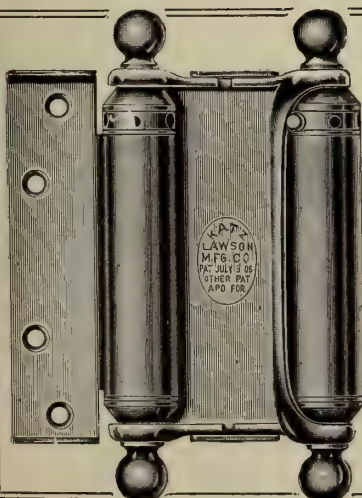
are RIGHT has been their experience or they have been educated up to it by their associates.

SOLD BY ALL
JOBBERS

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Reg. U. S. Patent Office.

Satisfy the most exacting requirements of the Architects and Builders—anywhere. Write for Catalogue.

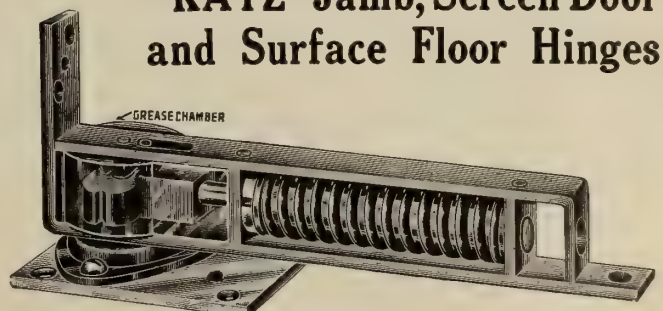
LAWSON MFG. CO.

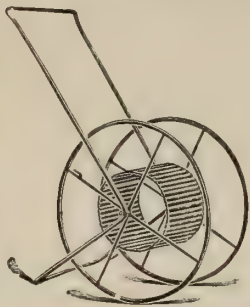
CHICAGO

215 W. Huron St.

WHO CAN BEAT THEM?

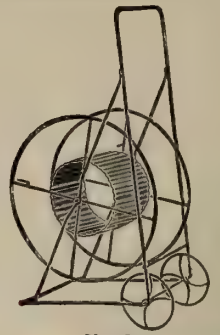
"KATZ" Jamb, Screen Door
and Surface Floor Hinges





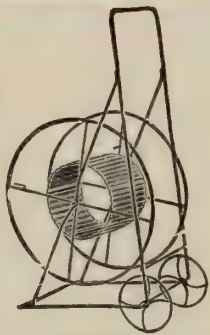
No. 10

Simple and handy to use.
Very light yet exceedingly strong.
They preserve the hose.



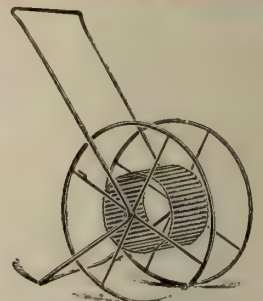
No. 20

McKINNON ALL STEEL REELS SELL BEST



No. 20

Order NOW for spring delivery
McKinnon Dash Company
St. Catharines, Ont.



No. 10

MADE IN CANADA



Electric
Welded



25% Better Than All Other Makes



All
Dealers



All
Jobbers

McKinnon Chain Co.

All
Styles



All
Sizes



St. Catharines, Ont.

HARDWARE AND METAL

Vol. XXVII. PUBLISHED EVERY SATURDAY SINCE 1888 February 27

No. 9

THE MACLEAN PUBLISHING COMPANY, LIMITED

1915

PUBLICATION OFFICE: TORONTO, CANADA

This "Trade-Mark" on the can
GUARANTEES THE QUALITY
within.

MARTIN-SENOUR PAINTS AND VARNISHES

**More Customers More Sales
More Profits**

This is the summary of a *Martin-Senour* exclusive agency.

The highest of quality supported by the strongest kind of advertising, displays, and sales promotion work, make *Martin-Senour Paints and Varnishes* the *easiest* and most profitable to sell.

Write for our proposition.

The **MARTIN-SENOUR** *Co.*

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

CHICAGO

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WINNIPEG

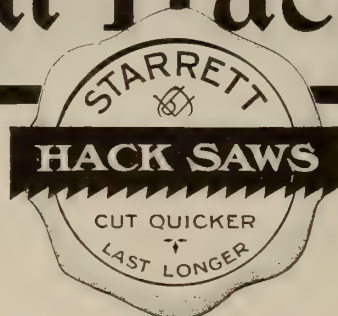
HALIFAX

• LINCOLN •

TORONTO



Starrett Hack-Saws



For Use in Hand Frames or Power Machines

All you men who sell hardware know how much complaint there is about unsatisfactory hack saws.

We know you can prevent complaint and secure and develop good trade in this line by stocking and selling Starrett Hack Saws. Listen. You know we make the finest tools and instruments in the world. We also make hack saws. We will stake our whole reputation as toolmakers on the qualities of those hack saws. Think of that.

Why We Know We Are Right

We are not risking our reputation on an untried product. All the facilities of our huge plant have been at our disposal in making all kinds of tests. We do not do things by halves. We made tests on all kinds of steel, we made hack saws of all widths, thicknesses, and of various numbers of teeth. From these tests we have picked out saws, each suited to a certain kind of work and we are willing to back these saws because we have tried them and proved them. What more can we say?

Where They Are Used

Starrett hack saws are made in different styles and sizes so that a perfect saw is

available for practically any job of metal cutting. The styles include saws for use in hand frames on cast, rolled, and drawn metal shapes and heavier blades for use in hack saw machines on heavy high speed work.

Sell The Right Saw

There are saws with fine teeth for cutting brass tubing, etc., and flexible back saws for work where the saw may be strained. It doesn't make any difference on what kind of work Starrett Hack Saws are used, - if you only sell the proper saw for that work, your customer's costs will be reduced by using fewer saws and by faster work.

Don't wait for purchasing agents or mechanics to come to you for hack saws but send a card to factories in your locality telling them that you can supply them with Starrett Hack Saws. Help them select the proper saw by consulting our catalog No. 20M.A.



Write to us for a supply of these catalogs to distribute to prospective purchasers.

The L. S. Starrett Company, Athol, Mass.

World's Greatest Toolmakers

NEW YORK

LONDON

CHICAGO



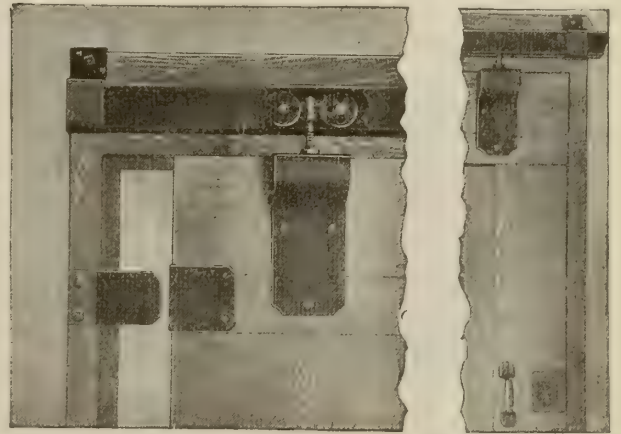
IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER

IMPORTANT

This new hanger makes a sliding door fit into jamb flush like a swing door



"R-W" Flush Door Hangers

When it is desired to make a sliding door **WEATHER-PROOF**, this is the **ONE RIGHT HANGER**.

Three Sizes—for 2 in., 2½ in. or 3 in. Doors.

Richards-Wilcox **CANADIAN COMPANY, Ltd.**
LONDON, ONT.

Order **STANLEY No. 3000**
"TWINROLD" SELF-TIGHTENING
BOX STRAPPING

It is coiled double.
 It is self-tightening.
 Nails can't slip in driving.

THE STANLEY WORKS

NEW BRITAIN, CONN.

Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal.

See Page 71



IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass
for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO

For Early Spring Business



E91436

UNIVERSAL
Electric Coffee Urn
Prices \$15.00 to \$16.50

Start your Spring campaign on electrical appliances early. During the next few months your customers will be on the lookout for those devices which will make summer housework easier, and for this reason it will pay you to make an early showing of these new UNIVERSAL Home Needs—Electric.

See that your sales force is posted on the selling points, for UNIVERSAL appliances have selling features which are not found in any other make.



E941

UNIVERSAL
Electric Toaster
Price \$5.00

UNIVERSAL Home Needs Electric

are the only electrical devices made complete in one factory.

The UNIVERSAL Fusible Plug Safety Device is the only safety device in electrical appliances placed in circuit. It prevents all danger of fire, burned-out heating units or danger to the table service.

We have a variety of literature on these two great selling features and will gladly send them to you upon request.



For Prices, etc., write to
your Jobber, or direct to us.



E904

UNIVERSAL
Electric Tea Ball Tea Pot
Price \$9.75 to \$10.75



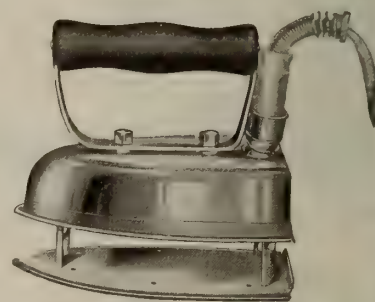
E981N

UNIVERSAL
Electric Grill
Price \$6.50.



E9932

UNIVERSAL
Electric Boiler
Price \$6.75



E903

UNIVERSAL
Electric Iron
Price \$4.00

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.

**GOLD
COIN**
L. B. Ltd.

GOLD COIN

**GOLD
COIN**
L. B. Ltd.

IS

BENEFICIAL TO EVERYBODY

AND THE

GOLD COIN ELECTRIC IRON

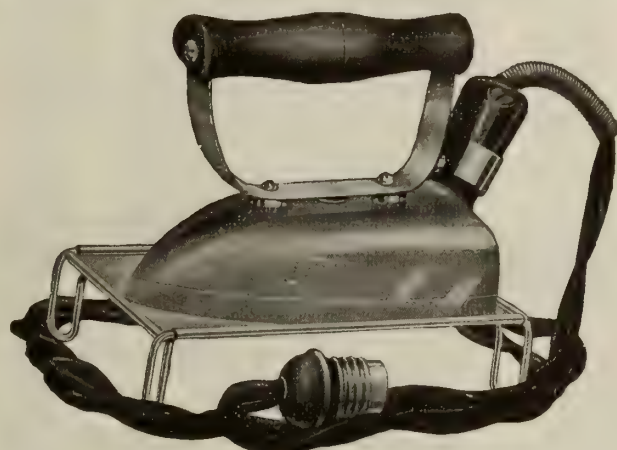
IS A

BOON TO EVERY HOUSEHOLD

Highest
in
Efficiency



Send for sample.



Lowest
in
Price



Send for sample.

We have the best proposition of any jobbing house or manufacturer in Canada.

Name the largest quantity that you can buy and our price will surprise you.

GOLD COIN MEANS REAL MONEY

**GOLD
COIN**
L. B. Ltd.

LEWIS BROS., LIMITED **MONTREAL**

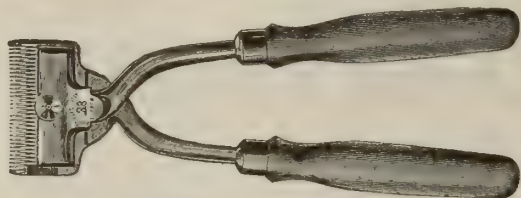
**GOLD
COIN**
L. B. Ltd.

PRIEST'S HORSE and TOILET CLIPPERS

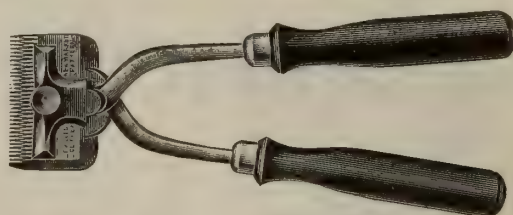
Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

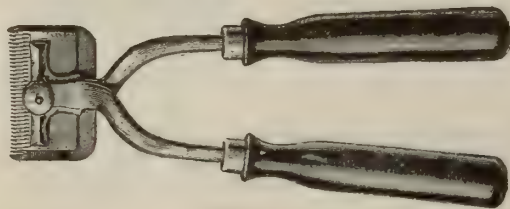
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.



NEW MARKET PATTERN
Retailing at about \$1.75.



LENOX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City



**GOOD
VALVES
are
Made in
Canada**

Morrison Brass Valves

have been on the market for over thirty years. Their popularity and reputation as a strictly high-grade article are universally recognized by steam users and the engineering trade throughout the Dominion.

FULL PIPE AREA, all parts substantial in design, and full weight.

If your requirements are **[Globe, Angle or Check Valves, etc.]**, let us supply you and you'll reap good profit and give a re-order-producing satisfaction.

GET DOWN A LINE NOW FOR FULL INFORMATION AND PRICES.

**THE
James Morrison Brass Mfg. Co.
LIMITED**
93-97 Adelaide Street West, Toronto, Canada



Edge incurled downwards with heavy roll.

Self-righting tinned ball. Springs upright and stays upright.

The name "BEACON" embossed on every lantern.

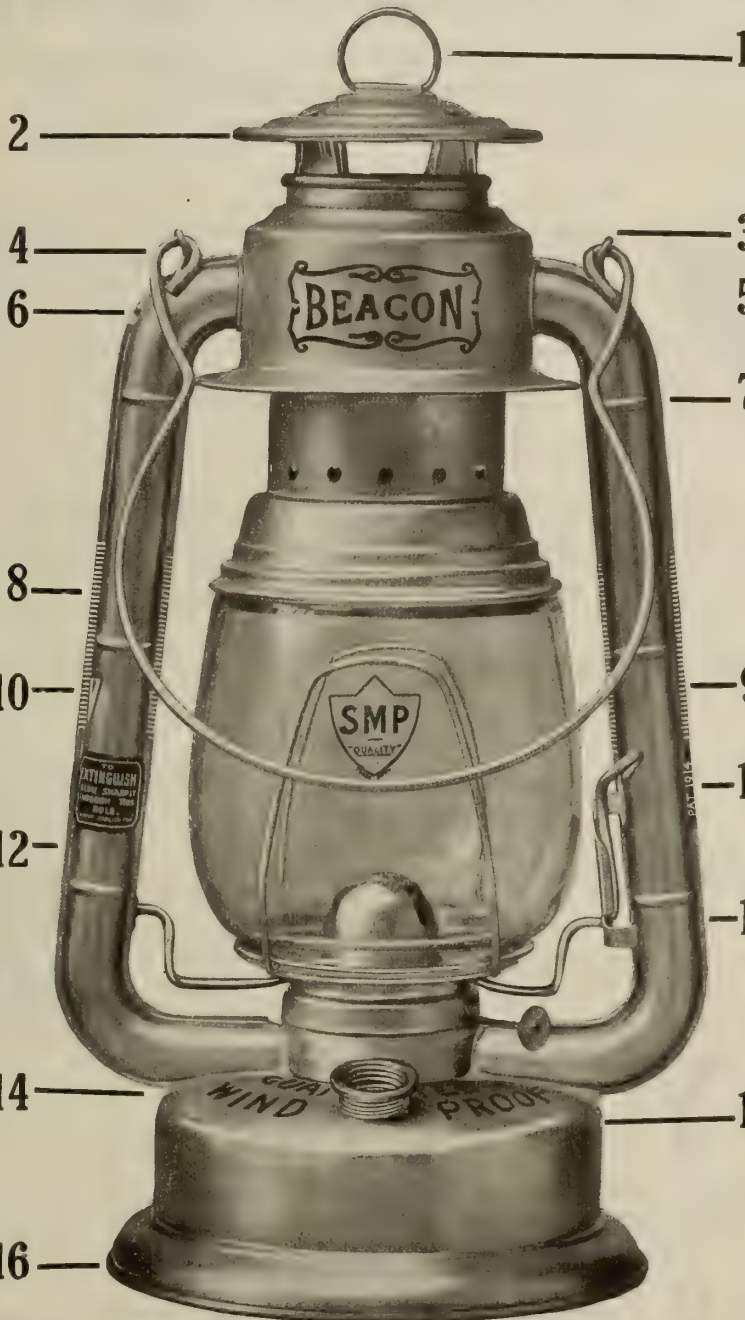
Multiple match scratcher. Not found on any other lantern made, and fully patented.

Patent extinguisher. An exclusive feature used only on the "BEACON." Serviceable, Simple and Safe.

Short, wide globe—short to get away from the heat above the flame—wide to get the hand in.

Large tinned steel nozzle, double seamed, soldered, and fitted with brass cap.

10 lbs. pressure tests every inch of this seam on every lantern. The bottom itself is corrugated radially. This is a feature of the "BEACON" found nowhere else.



1 Tinned wire ring, firmly clinched and upright to receive finger.

3 Ears clinched into tube and flushed with solder. Nothing stronger made.

5 Tubes double seamed into lantern head and soldered inside.

7 Strengthening ribs on tubes.

9 Safety globe guard. No other lantern globe is so well protected.

11 Inside globe lift. Not in the way and always works.

13 Taper fit tinned steel burner—burner cannot become loose.

15 Single deck bowl, embossed and with rounded top. The "BEACON" way of attaching the tubes and burner to the bowl is the strongest way by test.

Guaranteed for 10 candle power in any wind

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL

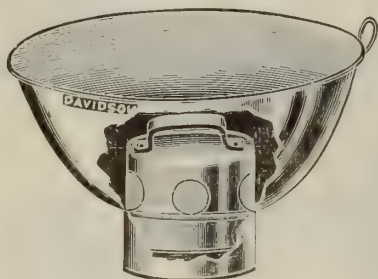
TORONTO

WINNIPEG



DAVIDSON'S "STERLING" SANITARY SEAMLESS MILK STRAINERS

Extra large and very strong. Made of Seamless Drawn Steel Retinned. Will stand hard usage. Has removable Centre Strainer. Easy to Clean. Strictly Sanitary. Gives the Dairy the highest reputation for least bacteria.



It strains through fine mesh brass strainer gauge first, and then through as many thicknesses of cheese cloth as desired. The brass strainers catch all the larger pieces of foreign matter and the cloth strips the milk of the finer particles of dust, leaving it clean and wholesome, ready for the table. It also strains rapidly and is large enough to eliminate the annoying wait which is bound to occur when smaller and slower strainers are used.

Dimensions, Top	13½ inches
Dimensions, Bottom	6 inches
Dimensions, Height	7¾ inches

Davidson's Sterling Sanitary Milk Strainers are highly recommended and approved by Doctor Hood, Chief Food Inspector and Expert for the City of Montreal.

PRICES ON APPLICATION.

The Thos. Davidson Mfg. Co., Limited
Toronto Montreal Winnipeg

World-wide

The reputation of the Daisy Vacuum Cleaner is world-wide. It has attained its present popularity by sheer merit. For years the Daisy Vacuum Cleaner has been doing good service in Hotels, Public Institutions, Clubs, and Domiciles of every description in every quarter of the globe, and being a machine that can be thoroughly relied upon it is just the line for export and home trade.

DAISY VACUUM CLEANER

The DAISY Vacuum Cleaner is a fine specimen of superiority of materials, workmanship and finish of the British-made article. It is British to the backbone. Capital, labor, materials, and made in a healthy British factory by well-paid British workpeople.

ENTIRELY BRITISH

REMEMBER THIS WHEN THINKING OF VACUUM CLEANERS.

A large range of hand and power-driven machines from £2:2:0 to £18:18:0

We have just put a new DAISY SWEEPER on the market. It is quite new in design, has many advantages, among which is the Flexible Nozzle Attachment and Removable Dust Bag. It is compact, portable, and very efficient. You should write for new leaflet.

Write at once for Trade Terms and Illustrated Booklet 77.

The DAISY VACUUM CLEANER CO., Ltd.

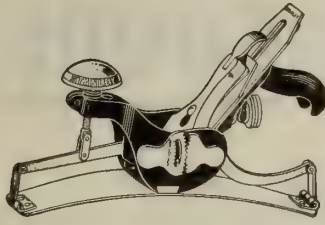
Telegrams: "ILEKLEAN BIRMINGHAM."
Telephones: 405 and 406 East. A B C Code, 5th Edition.

LONDON SHOWROOMS:
17 Philpot Lane, Fenchurch St., E. C.
(One minute from bank.)

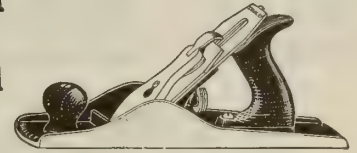


HEAD OFFICE and WORKS:
Leamington Rd., Gravelly Hill
BIRMINGHAM

CONTRACTORS TO THE BRITISH GOVERNMENT.



Why Do We Sell and Push Standard Known Lines of Hardware?



Such as:

Stanley Tools

Starrett Tools

Maydole's Hammers

Barnett's Black Diamond Files

Gilmore's, Irwin's and Russell

Allan Hills' Edge Tools

Morrow's Twist Drills

O-Cedar Mops and Polish

Yankee Tools

Disston's Saws

Shurly and Dietrich Saws

Nicholson's Globe Files

Jennings' Auger Bits

Reece Screw Plates

Parker's Vises

Community Silver Plate

Jos. Rodgers' and Wostenholm's Cutlery,

and other well-known lines.

Because we consider it to be in our clients' interests to offer goods made by the best known manufacturers in preference to others.

First of all the names of these goods are firmly established in the minds of the buying public who have full confidence in them.

Then again we consider it to be a decided advantage for a dealer to have the maker's guarantee behind each article as well as our own.

This, coupled with the advertising carried on by all these concerns in magazines and papers throughout the country, creates a demand for their products that makes the sale easy and that of substitute lines difficult.

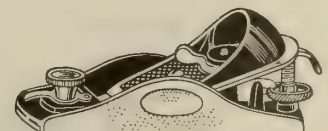
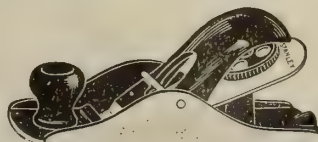
Why waste time creating an interest in goods you know little about, when you can secure the same articles made by firms whose reputations are firmly established for manufacturing quality goods at reasonable prices?

Remember all our goods carry the C.L.Co. guarantee.

Caverhill, Learmont & Co.

89 St. Peter Street, MONTREAL

1073 Hamilton Street, VANCOUVER



BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

THE "W & B" LINE OF SCREW WRENCHES MADE IN CANADA

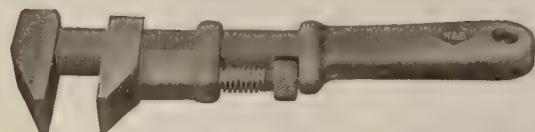
The only Pipe Wrenches made EXCLUSIVELY IN CANADA



"Railroad Special" Wrenches



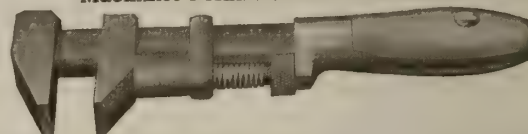
Machinist's Knife Handle Wrenches



This is the strongest and best HEAVY DUTY wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 82 on request.



Regular Wrenches

This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.



Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company
ST. CATHARINES, Established 61 Years ONTARIO

THE STEEL COMPANY OF CANADA

HAMILTON, CANADA LIMITED

WIRE WIRE NAILS WROUGHT PIPE

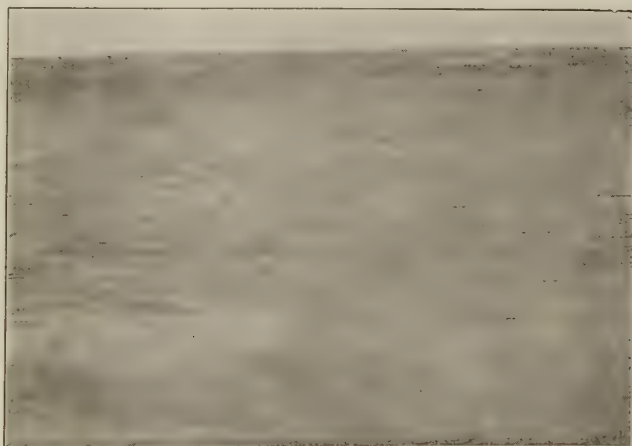
Every Length of Pipe is Tested
before leaving our Mills.

UNIFORMITY is a quality found
in our products which makes it
very convenient to use our lines,
and at the same time increases
the life and usefulness of them.

Business as usual Service unusual

SALES OFFICES:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VICTORIA	VANCOUVER	ST. JOHN, N.B.	HALIFAX



The Fight for Durability

Chapter IX.

Do those little scratch-like lines mean anything to you?

Obviously not a great deal. You are excusable, but the manufacturer of Iron and Steel hastens the corrosion of his product if all such bars are not rejected.

These pit marks speak plainly. The ingot has contained blow holes, small and near the surface.

During the heating in the soaking pit the gases enclosed in these holes have burst forth, forming small fissures in the surface.

When the ingot was rolled into the bars, these little holes were drawn out into the scratch-like lines shown in the cut.

It is true that these lines will almost entirely disappear in the sheet, but they are filled with impurities and oxide of iron.

Many times the finished sheet will break along these lines.

If coated with spelter, the dirt and acid will remain in these cracks and when subjected to corrosive conditions the iron will rust quickly. This condition forms what is known as a matted and rough surface on the sheet.

ARMCO IRON Resists Rust

You know this condition is guarded against and eliminated when you purchase Armco-American Ingot Iron. Beauty is only skin deep. The durability of this material does not depend on the perfection of a protective coating.

The American Rolling Mill Co.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

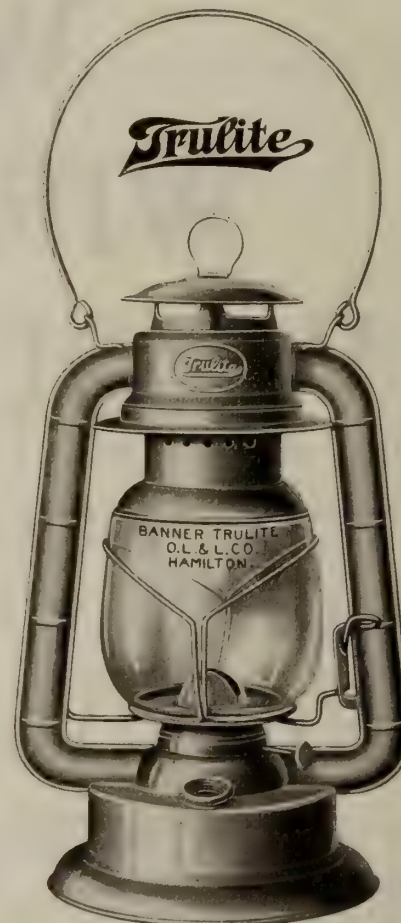
Armco - American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, and Cincinnati.

Trulite

1915 Model



Automatic standing Bail and Filler collar at an angle which allows the use of a funnel without tilting the globe when filling fount.

This Model embodies all improvements necessary to a smooth working, efficient and durable Lantern.

32 hours' burning with one filling.

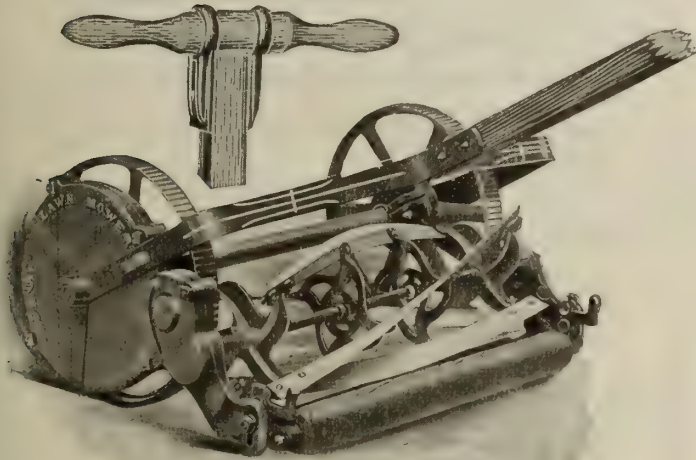
Ontario Lantern & Lamp Co.
Limited

Hamilton, Ontario, Canada

Taylor-Forbes Mowers

MADE IN CANADA

In these mowers none but the highest grade of workmanship is used. The quality, finish and distinctive mechanical features have never been equalled. The name on the mower is a mark of merit, and our guarantee that we will replace it, free of charge, or refund your purchase price if, for any reason, within one year from date of purchase, it does not prove satisfactory.



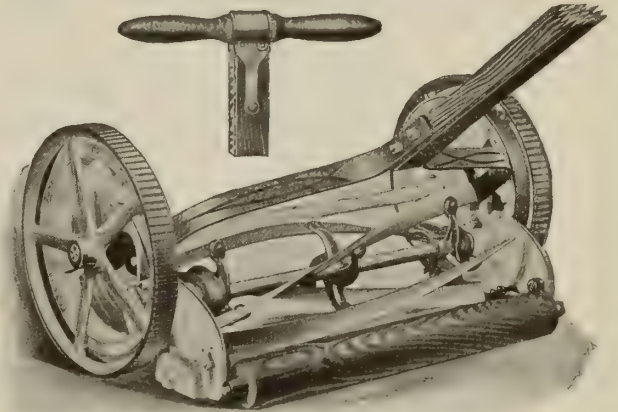
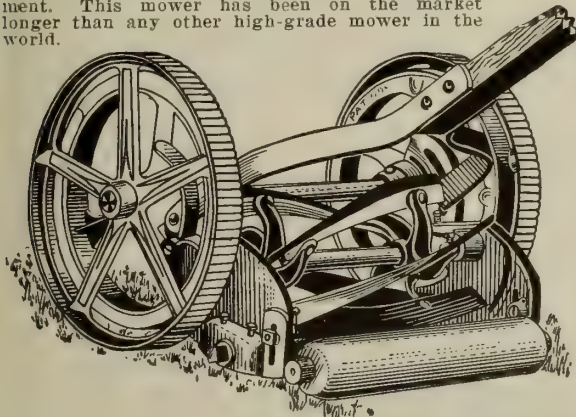
The "Adanac"

Thoroughly High-Class.

Special crucible Tool Steel, oil tempered. Equipped with train of gears. Best quality material used throughout its construction. All parts easily adjusted. Four blades—10½-inch wheels, 6½-inch cylinder. Sizes—17 in., 19 in., 21 in.

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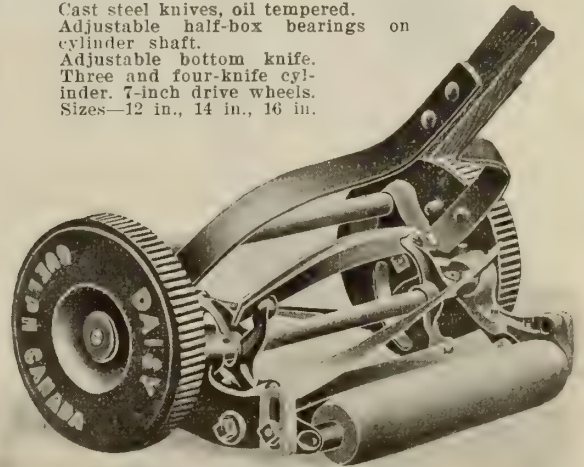


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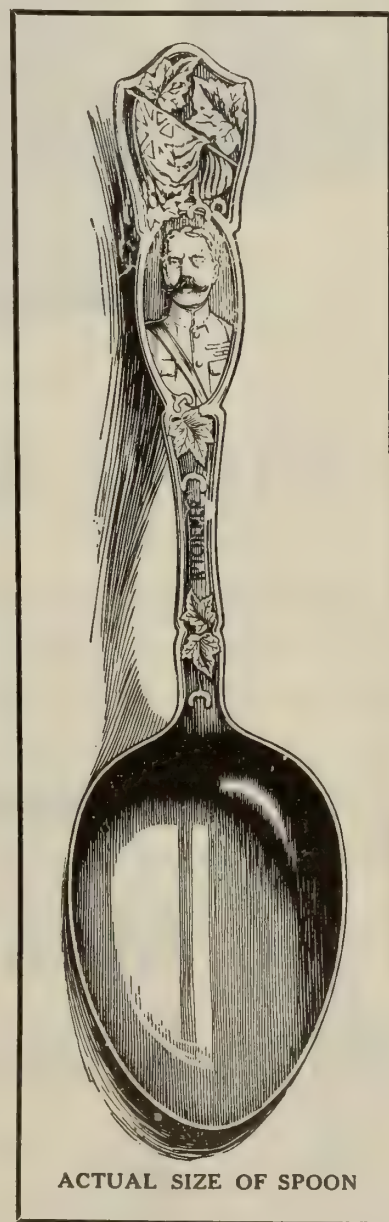
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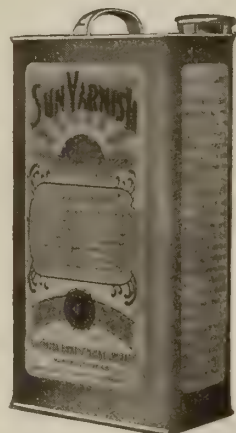
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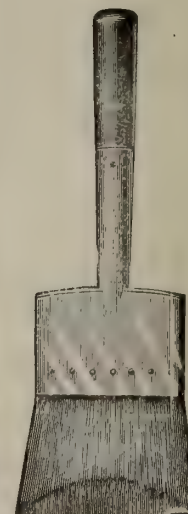
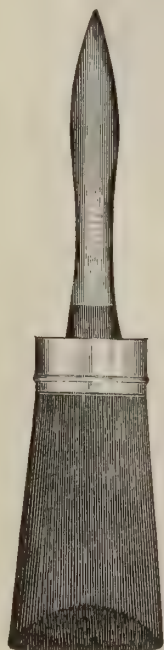
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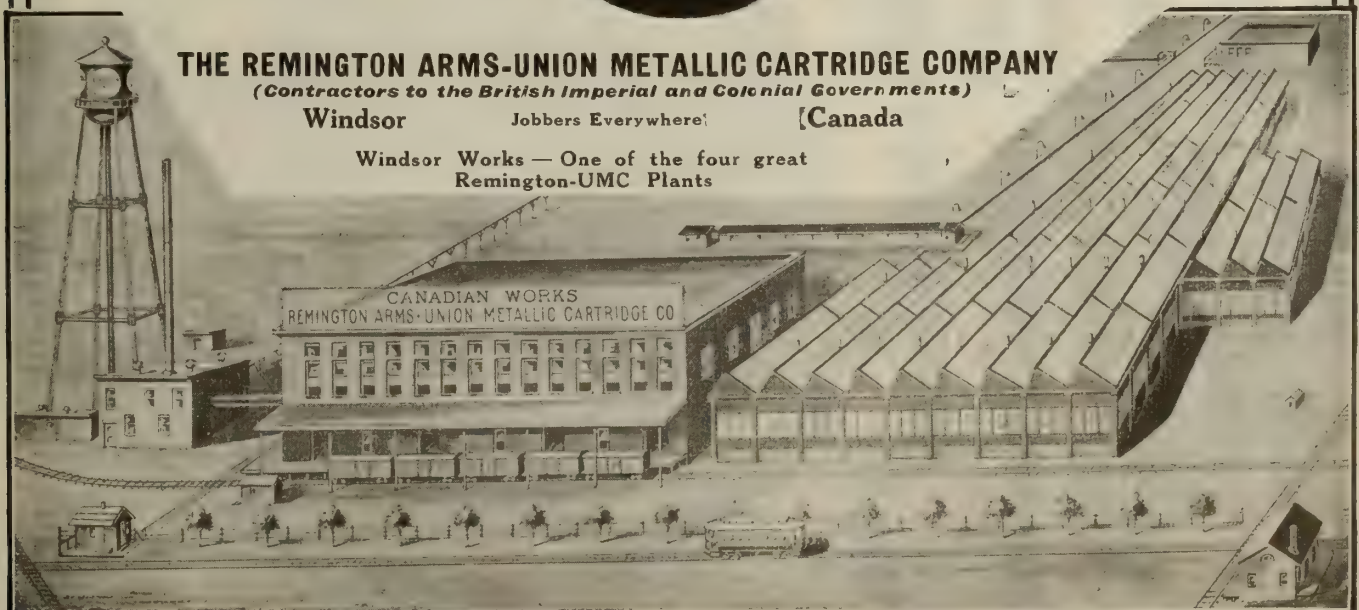
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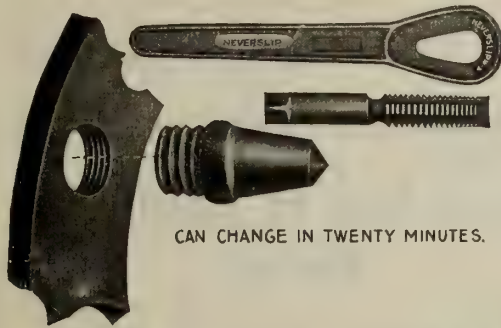
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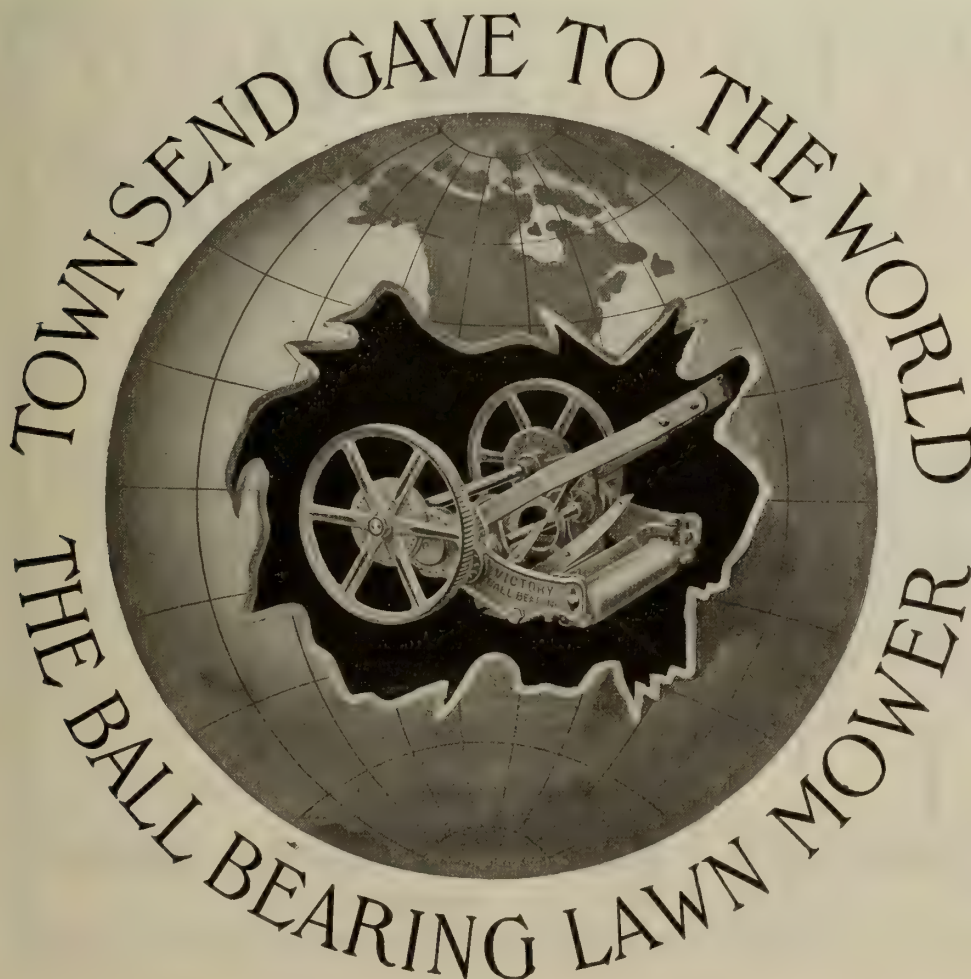
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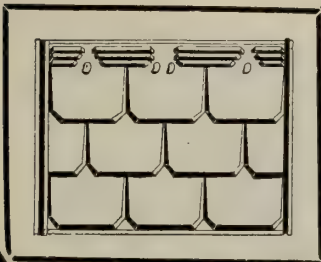
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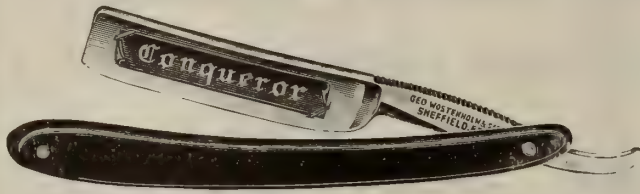
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, FEBRUARY 27, 1915.

No. 9

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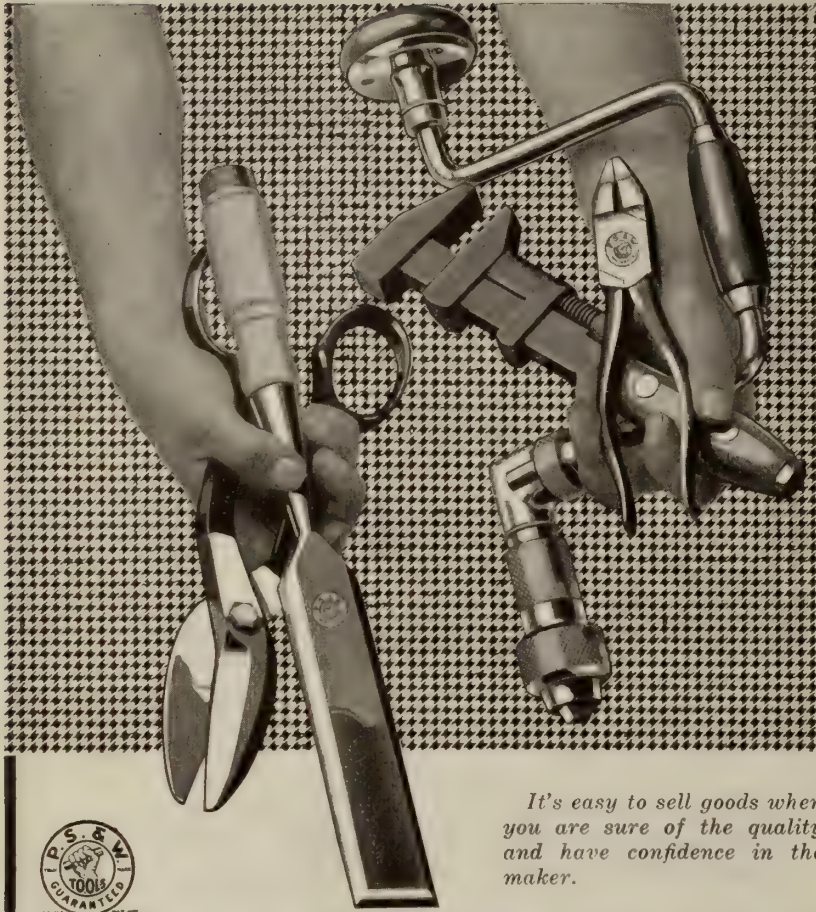
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HARDWARE^{AND}METAL

Vol. XXVII.

FEBRUARY 27, 1915

No. 9

Hardware Convention at Toronto

*Tenth Annual Convention of Ontario Retail Hardware and Stove Dealers' Association
Held at Toronto This Week—The Questions Discussed
During Two Days' Session.*

THE tenth annual Convention of the Ontario Retail Hardware and Stove Dealers' Association, held at Toronto on Wednesday and Thursday of this week, although only of two days' duration, was probably one of the best conventions in the history of the Association. War conditions and the fact that the Exhibition had to be postponed did not deter a very large number of members from journeying to Toronto.

Many important questions came up for discussion, and members displayed a tendency to get right down to business. The result was that, although only a two-day session was held, a great amount of work was accomplished. The proposed affiliation with the Retail Mer-

chants' Association, that has been hanging fire for some years past, was finally disposed of by the Hardware Association turning down the proposition. It was suggested, however, that as many hardwaremen as possible should join the R.M.A. in order to strengthen the latter organization and thus assist in connection with legislative work.

Many other important subjects were brought up and discussed, and readers of Hardware and Metal will find in the following pages an almost complete report of the convention proceedings.

The opening meeting at ten o'clock Wednesday morning was attended by about 100 hardwaremen, including members of the Ontario Retail Hardware and Stove Dealers' Association and Canadian Hardware Manufacturers' Exhibitors' Association and their representatives. President Macpherson of the O. R. H. & S. D. A. in opening the meeting expressed his appreciation of the attendance of so many hardwaremen, especially in view of the fact that conditions in the business world were unsettled and that we are passing through very trying times at present. In the absence of any of Toronto's civic officials President Macpherson called upon Mayor Ed. Wanless, of Chatham, to take the position of acting-mayor of Toronto. Mr. Wanless extended the freedom of the city to the visiting hardwaremen and expressed the hope that their stay in Toronto would be a most pleasant and profitable one.

President Adam Taylor, of the C. H. M. E. A. was next called upon. He referred to the fact that when the hardwaremen met one year ago we were at peace with all men. To-day we hear the firing of guns, the bursting of shells and the cries of the widows and orphans. He hoped that one year from now these distressing conditions would be a thing of the past. President Taylor believes we are on the way to prosperity. He said that he is not waving the flag of "Made

in Canada." He is waving the flag of "quality." Canadian manufacturers, said Mr. Taylor, can make as good goods as any other manufacturers.



C. W. CONN,

Tillsonburg, President-elect, Ontario Retail Hardware and Stove Dealers' Association.



W. F. MACPHERSON,

Prescott, Ont., President Ontario Retail Hardware and Stove Dealers' Association. Many favorable comments were heard on the able manner in which Mr. Macpherson, as President, handled the convention meetings.

Mr. Taylor said that the Taylor-Forbes Co. would not take advantage of the tariff changes to boost prices. Prices in the T. F. lines would remain unchanged with the exception of a few lines where there is an advance in the cost of raw materials. If the jobbers advance our lines, said Mr. Taylor, take the matter up with us direct. Mr. Taylor stated it is true that the "Made in Canada" spirit had been greatly strengthened by the past meetings of the two associations and he cited a number of instances to show how he had secured new business through introducing his wares at the exhibitions.

Secretary Keith of the Clay Workers' Association was next called upon to address the meeting in connection with the "Build Now movement." Mr. Keith re-

ferred to the heavy deposits in the banks at present and pointed out that while it is hard to negotiate loans for commercial enterprises it is not hard to secure loans for building purposes. He stated that this is the ideal time to build owing to brick being 25 per cent. cheaper than a year ago, labor 10 per cent. cheaper than a year ago and nearly all lines of building material being low in price. "The farmers," said Mr. Keith, "are buying autos and if they can buy autos they can afford to erect buildings, make extensions, do repair work and painting."

President Macpherson commented favorably on Mr. Keith's address, and suggested that it is the retailers' interest that the "Build Now" movement should be encouraged and assisted as much as possible.

W. H. Wiggs, president of the Mechanics' Supply Co., Quebec, and president Canadian Credit Men's Association, referred to the pleasant memories of last year's convention at Ottawa. Mr. Wiggs had enjoyed last year's meeting to such an extent that he had journeyed from Quebec to Toronto to be present at this year's meeting. Mr. Wiggs extended greetings from Quebec hardwaremen and also extended a very cordial invitation to the hardwaremen to pay a visit to Quebec. Mr. Wiggs also referred to the very pleasant relations existing between the hardwaremen of the two provinces.

The secretary read a letter from Fred C. Lariviere, Montreal, expressing regret at being unable to attend the convention this year and hoping that the convention would prove a success.

A letter was read from Jas. Hardy, secretary Canadian Wholesale Hardware Association expressing regret at being unable to attend owing to a meeting of the C. W. H. A. being held at the same time. The meeting of wholesalers was over before the adjournment of the convention and the members visited in a body.

A. A. Bittues, director of the C. H. M. E. A., said it was a pleasure to look around and see so many familiar faces at the meeting. Conditions due to the war had prevented the holding of an exhibition but he hoped that the next one would be on a larger scale than any in the past. Mr. Bittues hoped that as many retailers as possible would be present at the dinner in the evening. Mr. Bittues stated that a number of Montrealers who had planned to be present at the convention were unavoidably absent but they had asked him to give their regards and best wishes for a happy and profitable convention.

T. M. Tobin, secretary C. H. M. E. A., hoped the meeting would result in the renewing of friendships. He also hoped

that the next exhibition would eclipse all those held in the past. He also told of the manner in which Canadian manufacturers had improved their products during recent years.

President Macpherson spoke of the many difficulties which beset the retailer who was constantly up against trouble caused by manufacturers sending out defective goods. Mr. Macpherson urged that more care be taken in inspecting the goods before making shipment. Defective goods meant loss of time, money and good will of customers.

A number of manufacturers' representatives stated that their firms were always willing to make right any loss caused through the shipment of defective goods.

Jas. A. Hossack, vice-president C. H. M. E. A., told of the difficulties the manufacturers experienced in purchas-



W. J. CARTER,

Picton, Ont., elected 1st Vice-President Ontario Retail Hardware and Stove Dealers' Association.

ing their supplies. Mr. Hossack stated that no matter how careful or strict a manufacturer is in endeavoring to send out perfect goods and to have all lines carefully inspected there are some employees who will occasionally miss the mark aimed at and the manufacturer has to stand for the blame. Mr. Hossack stated that nearly all manufacturers would take back defective goods. He also referred to the scarcity in this country of competent mechanics. Jas. McGregor, of Oakville, stated that he kept a record of all defective goods and had no trouble in straightening out matters when he took them up with the manufacturers or jobbers' representatives.

T. B. Williamson, president Canadian Wholesale Hardware Association, spoke of the value of associations and how the members could help each other, especial-

ly in the way of fixing price. He stated that we are passing through a very trying period and every hardwareman should stand up for a legitimate profit. Mr. Williamson stated that the recent tariff changes would necessitate the advancing of prices on nearly all lines of hardware. He urged the retailers to increase their prices the same as the manufacturers and jobbers. "The jobbers," said Mr. Williamson, "must protect themselves and be prepared for the time when the tariff is reduced."

A. Prudhomme, Montreal, past president Canadian Wholesale Hardware Association, was very glad to have an opportunity of addressing the meeting. He told of the value of associations and stated that only by gatherings of this kind business men are able to better their conditions.

Mr. Prudhomme referred to the many discussions which have taken place during the past year regarding the value of the wholesaler. He explained at length how the manufacturer could distribute more advantageously through the wholesaler than by direct to the retailer.

Mr. Lapp, of the Imperial Oil Co., spoke of an oil concern that is selling direct to the consumer and suggested that the retailers take steps to drive out competition of this kind.

E. M. Trowern, secretary-treasurer Retail Merchants' Association of Canada, spoke on the value of associations and told of the work now being carried on against unfair competition and false advertising. He told of impending perils in the activities of the Grain Growers' Association and suggested that the retailers pass a resolution to the effect that manufacturers and wholesalers should remain loyal to the retailers, and assist in the merchandising of goods through the proper and legitimate channels. Mr. Trowern said that the co-operative schemes which grow up and then disappear are "weeds in a community." He also condemned the "Made in Canada" sales now being conducted by department stores and asserted that many of the statements made in the newspaper announcements are untrue. The association prosecuted one firm last week and secured a conviction.

The session then adjourned.

Wednesday Afternoon.

The Wednesday afternoon session opened with admirable promptitude, President Macpherson in the chair. The attendance before the session had gotten fully under way was unusually large. It was, of course, a strictly closed meeting, none but retailers being present. The first order of business was the reading of the report from the officers, at the conclusion of which it was decided to reverse the usual order, and, instead of

referring the president's report to the Resolutions Committee, to take it up clause by clause. This form of procedure led to a number of interesting discussions and to a settlement being reached on several important questions.

President's Address.

Members of the O. R. H. & S. D. A.

Gentlemen: As we have at this, our Tenth Annual Convention, many matters of vital interest to discuss in connection with the life and growth of our association, I do not intend to take up any of your valuable time with questions which have not a direct bearing on the interests of our association.

Gathered as we are in closed session, you are free to discuss to the full such matters as are laid before you either by the executive or may be introduced by any member present.

During the past two years we have held joint sessions with the Canadian Manufacturers' Exhibitors, Limited, at which the exhibits were managed and controlled by the exhibitors, and from which your association received no financial benefit. As to whether any benefit has been gained by holding the conventions jointly should be discussed freely and fully. That the exhibitors' association have in the matter of entertainment of our members been extremely generous—we might even say lavish—is conceded by all and I am sure we hold them in the highest esteem, till, the question of practical benefit to this association we are in duty bound to discuss. I am satisfied that the exhibitors' association will in turn discuss, if they have not already done so—our value to them in the same friendly spirit we should show in our consideration of this matter.

You will be asked to once again take up the matter of joining our forces with the Retail Merchants' Association, and it is to be hoped that after due consideration that some decisive conclusion will be reached, so as to relieve the incoming executive of the necessity of continuing negotiations unless it is the expressed desire of the association to become a branch of the R. M. A. Your advisory committee paid considerable attention to this matter during the past year, but declined to commit the association until the matter was fully discussed in convention.

Your consideration is asked to the unjust method now being advertised of attempting to keep the wheels of our Canadian factories moving by their selling to a large departmental store their product at cost, which is in turn to be distributed to consumers without a profit. This is manifestly unfair to the retail merchant who now has the same line of goods on hand, bought at a profit to the manufacturer with added freight and overhead expenses, making competition out of the question. Manufacturers in our lines of business should receive the emphatic protest of this association in view of the demoralization of prices which will result.

The advisability of once again permitting commercial travellers, representing manufacturers, or jobbers or manufacturers' agents, to associate membership in our association, with limited privileges, will come before you for consideration and action.

The necessity of increasing our membership is a matter of paramount importance, and a suggested means will be submitted to you for your consideration. In order to give our association the necessary prestige to carry to a satisfactory conclusion any claims or grievances we may have with manufacturers or jobbers, we must at least quadruple our membership. Any suggestions from our members to attain this end will be welcomed by the officers of the association.

The various questions to which I have asked your attention, together with the items named on the general program, and other matters which will be introduced during our sessions will, I am sure, receive your earnest consideration, and I feel that there will be no necessity for me to urge your attendance during each session, in order to have the benefit of the expression of your views, together with the enthusiasm arising from well attended meetings.

In conclusion I must thank you for the honor given me in presiding at this convention as your president, and to express the wish that in our deliberations we may all receive a direct benefit which will enable us to better handle the various vexatious questions which arise from time to time in the conduct of our affairs, and that our interest in this association may be so increased that individually we may work for its advancement and prosperity.

W. F. MACPHERSON.

Executive Committee Report.

Following the Ottawa Convention a year ago, the executive committee held a meeting in Toronto on April 13 and decided to meet at London this year, and it was later found necessary, on account of the convention buildings in that city being used for military purposes, to change the convention meeting place to Toronto, shortening the term to two days, and holding a purely business convention, without a trade exhibition.

At the Ottawa convention a proposition was made by officers of the Retail Merchants' Association that the Retail Hardware Association affiliate with that organization, and the matter was referred to our executive. A conference was held with officers of the Retail Grocers' Association, on April 13, and on April 29 both the Retail Grocers and members of our committee held a meeting with the executive of the Retail Merchants Association, at their offices in Toronto.

The officers of the R. M. A. pointed out that their organization covered the other provinces of Canada as well as Ontario, the membership being approximately 3,000 in Ontario, 1,500 in Quebec, 1,500 in Saskatchewan and 1,000 in Alberta, a total of about 7,000. The R. M. A. had tried to operate on a \$2 yearly fee, but had gone into debt on account of heavy expense in fighting the Trading Stamps Act, the Co-operative Societies' bill, and other legislation. They had now raised the fee to \$5, and were clearing off the old indebtedness. With 3,000 members in Ontario, there was an annual revenue of \$15,000 for organization and legislative purposes.

On this showing the Retail Grocers' Association held a convention and decided to affiliate with the R. M. A., they having a membership of 600 in Toronto, Hamilton, Brantford, London, and other cities.

Your executive, however, desired further information and referred the question to the advisory committee, who met the R. M. A. executive at Toronto on May 25. At this meeting a basis of agreement was reached whereby the Retail Hardware Association could merge itself into the R. M. A. as the Hardware Section of the Ontario Branch of the R. M. A., providing it was so decided by a referendum vote or by our convention.

The plan arranged was that the members of the Retail Hardware Association (about 275) decide to increase their dues to \$5 yearly, beginning January, 1915, and that they, with the 125 hardware members of the R. M. A. in Ontario, not members of the Retail Hardware Association, form the Hardware Section of the R. M. A. for Ontario. The R. M. A. has, in addition to the 125 referred to, about 75 hardwaremen who are also members of the Retail Hardware Association. The amalgamated organization would thus have about 400 members to begin with.

The present officers of the Retail Hardware Association were to continue as officers of the R. M. A. Hardware Section until the next convention, with the exception of the secretary, the R. M. A. constitution requiring that its provincial secretary (at present Mr. Trowern) be secretary of all trade sections. The R. M. A. officers were, however, agreeable to an amendment to their constitution enabling the Hardware Section to have a secretary handle all or part of its work. The Hardware Section was to retain the hardware association funds, and could raise additional funds on plans approved by the provincial officers of the R. M. A. All necessary organization expenses would be paid out of the R. M. A. general funds, but no part of the \$5 fee was to be returnable to the Hardware Section.

The plan also included a Dominion Hardware Section, with representatives from the Hardware Sections in other provinces throughout Canada.

After consideration, the advisory committee decided that as it could not recommend in favor of amalgamation it would be best to hold the matter for discussion at this convention instead of asking the members for a referendum vote.

Your executive recommend that we do not join with the R. M. A., but that our association urge our members, in view of the excellent work done by the R. M. A., to join individually.

Respectfully submitted,

W. F. MACPHERSON, President.
WESTON WRIGLEY, Secretary.

Secretary's Report.

With this convention the Ontario Retail Hardware and Stove Dealers' Association enters upon its tenth year—and, let us hope, into a second cycle of greater usefulness to the retail hardware trade.

Since its organization, in April, 1906, the association has been an aggressive, yet conservative, factor in bringing about a considerable improvement in trade conditions. If it has not accomplished all that some might de-

sire, it has been because the need has not been sufficiently recognized to cause more retailers to give the association their membership and support.

The Retail Hardware Association has justified its organization by nearly a decade of activity, in which it has brought together each year several hundred hardware men into friendly conclave, in which they have discussed problems which have benefited themselves, while also giving their support to trade and political problems affecting all retail hardwaremen.

In addition to creating a better feeling amongst retailers, the Retail Hardware Association has won the respect of the Wholesale Hardware Association, and has also been the means of organizing the manufacturers into the Canadian Hardware Manufacturers' Exhibitors, Limited. Where only the wholesalers were organized ten years ago, the three branches of the trade now have associations which can, when occasion requires, co-operate together in furthering any movements which affect the interests of the trade as a whole.

The "Made-in-Canada" Movement.

One such movement which deserves the support of all at this time is the campaign to give preference, wherever possible, to articles "Made in Canada."

Because an article is "Made in Canada" is not, under normal conditions, a sufficient reason for its purchase. The article should compare favorably in price and quality with imported goods. It should be able to hold its own in competition, and it should be backed up with equally as effective advertising and selling helps as the competitive line, if it is to win and hold its place on the market.

But just now, when the buying power of the Canadian people has been curtailed by the bursting of an overworked real estate boom, and by the conditions resulting from the war in Europe, there is a special reason why every dollar's worth of goods which can be bought in Canada should be "Made in Canada." Both jobbers and retailers should endeavor to keep Canadian workmen and factories busy by specifying "Made in Canada," if the goods can be obtained in the home market. The "Made-in-Canada" slogan should be as effective here as "Made in U.S.A." is in the United States.

Why Not a "Build-Now" Campaign?

Another slogan which should win favor with all branches of the hardware trade is "Build Now." Labor is idle and building materials are lower in price than for several years. Land is also obtainable at reasonable prices, while money to loan is accumulating in bankers' hands. Canadian farmers are obtaining very high prices for their products, and with an increase of 20 to 25 per cent. in acreage of Canadian land sown in grain this year, Canada's 1915 crop should be the greatest in history, and again attract a flow of emigration to Canada from battle-scarred Europe.

All conditions are favorable to a "Build-Now" campaign and if hardware manufacturers, jobbers and retailers seek the co-operation of the builders' exchanges in the cities, and the farm organizations and boards of trade in the rural districts, much building might be encouraged by showing the advantages of building under existing conditions. Hardwaremen could materially assist in such a campaign by featuring "Build Now" cards in window displays and by linking it up with their "Clean and Paint Up" spring advertising.

Membership and Finances.

While the Ottawa convention last year was the most largely attended in the history of the association, the registration arrangements were very unsatisfactory, and there was a loss of 30 per cent. in membership receipts for 1914, as compared with 1913. Expenses were reduced in proportion, however, and the auditors' report shows the association to have had \$917 as cash on hand on Dec. 31, 1914, as compared with \$1,027 a year before, the loss for the year being, therefore, \$110.

The association, by having a purely business convention this year, is getting back to the plan followed in its early gatherings, when the Question Box and trade discussions excited keen interest. The educational value of hardware exhibitions should not be overlooked, but, without doubt, the central feature of retail hardware conventions should be the debates and discussions on trade problems, and nothing should be allowed to overshadow these features at future conventions.

WESTON WRIGLEY, Secretary.

Financial Report—1914.

RECEIPTS.

Membership fees, etc. \$557.30

DISBURSEMENTS.

Paid to Treasurer \$557.30

Treasurer's Report.

RECEIPTS.

Cash balance, Dec. 31, 1913.	\$1,027.90
Received from Secretary.	557.30
Interest	29.13
Total	\$1614 33

EXPENDITURES.

Convention expense	\$ 235.85
Executive travel expense ..	230.40
Job printing	54.50
Office expense	76.31
Secretary's salary	100.00
Total	\$ 697 06

STANDING OF ASSOCIATION.

Cash on hand, Dec. 31, 1914.	\$ 917.27
Salable stock on hand	12.00
Office equipment	40.00
Total	\$ 969 27

LIABILITIES.

None.	J. W. PEACOCK,
	GEORGE MATHEWSON,
	Auditors.
Toronto, January 20, 1915.	

The first important matter taken up was the mooted amalgamation of the association with the Retail Merchants' Association. W. A. Rankin, of Ottawa, moved, seconded by C. W. Conn, of Tillsonburg, that the report of the Executive Committee dealing with this question, be adopted.

Mr. Madole, of Napanee, opened the discussion by pointing out that the Retail Merchants' Association had done a great amount of good in securing legislation and in blocking obnoxious legislative measures.

H. Morgan, of Peterboro, asked what the Hardware Association had done in this respect.

Secretary Wrigley replied that the Association had not done very much. This had been due to the fact that they had been asked, as it were, to keep their hands off. All legislative matters had been handled by the Retail Merchants' Association as representative of all branches of retail industry in the Dominion.

S. Adolph, of Listowel, went into the question of membership fees in case the amalgamation were put into effect. It had been explained that it would be necessary for each member to pay \$5 to the R.M.A. and an additional assessment for any expenses which the hardware section might meet with. He thought that \$5 was plenty for each member to pay in all. It was his impression that the hardwaremen had been getting large benefits from the R.M.A. As far as their own Association was concerned they had been meeting for years and had not yet done anything.

A. Wright, of Hamilton, countered this by pointing out that it was necessary nowadays to specialize in order to be of any use. If the Hardware Association were merged with the general Association they would lose their identity.

If the Hardware Association could get an increased membership it would

be possible to do as good work as the R.M.A. had done. In order to increase the membership the necessity was for more enthusiasm among the members. This quality had been lacking in the past. How many of the members had endeavored to get other hardwaremen to attend this convention?

Mr. Sampson, of Blenheim—"Can you show us anything that this Association has done to make it worth while for new members?"

Mr. Wright replied to this by stating that all who attended the meetings with a desire to benefit had clearly received large benefits from their membership. He personally had attended the meetings and had found that it was worth money to him. He had received ideas and suggestions which had enabled him to improve his business methods. Going on to develop at greater length the idea of more interest among hardware men, he stated that one manufacturer had recently sent out notices to dealers to the number of 2,700, asking them to send in a request if they were interested in receiving a copy of catalogue which had been gotten up by the company at the cost of \$1 per copy. They had received only 200 replies. This was but an evidence of the lack of interest which dealers were showing on questions relating to their own welfare.

President Macpherson pointed out that the executive had been considering plans to give the members a tangible service, and he had himself suggested that ruled sheets should be supplied free of charge, all list prices printed thereon for the use of members. This would mean a big saving in time and effort to hardwaremen.

D. Cinnamon, of Lindsay, stated that the members received good undoubtedly just by the mere fact of meeting to talk over trade problems and to get acquainted. The object of an association of this kind, however, should be to accomplish the greatest amount of good for all the members. He questioned if this had been done. They had been meeting year after year, and instead of going forward had seemed to be going back. If the important work was being done by the Retail Merchants' Association, then the hardware men should be willing to pay for their share. He thought it should be possible to reach some arrangement by which they could become a part of the general Association and still remain separate, holding their own separate conventions.

President Macpherson pointed out that the R.M.A. would not entertain any proposition other than the payment in full of the \$5 membership fee into the coffers of the Association. This would mean that separate conventions would

have to be paid for by a special levy on the hardware men themselves.

Mr. Cinnamon—"Then let us pay \$7 or \$2 a-piece if necessary if we are going to get the greatest good in that way. It is better to spend \$10 a year and get results, than \$5 and get none." He went on to point out that the members should discuss this question at considerable length. He did not think they should sit back and accept what the committee had brought in without question.

Mr. Oecomore, of Guelph, explained that the action of the Executive Committee in introducing a resolution bearing on this question had merely been a parliamentary way of bringing the matter up for proper discussion. The committee had wanted it thrashed out in full convention. For himself he was not yet convinced as to which would be the better way. He thought, however, it would be a pity for the Hardware Convention to lose all that they had done in the past ten years. This was exactly what would happen unless the R.M.A. radically changed their constitution. He did not think that it would be possible to obtain more than \$5 a year membership fees. Also he was much surprised that certain members had said that the Association had not done them any good. He instanced cases where members had received valuable information, which had enabled them to manage their businesses more economically. This was particularly true in regard to fixing of charges on eave troughing. Owing to a discussion on this subject in a Question Box session, certain members had found that they were losing money and had since been able to remedy this condition.

E. J. Creeper, of Owen Sound, pointed out that the Association had not had the funds to do such effective work as it was claimed the R.M.A. was doing. If the Hardware Association had received \$5 yearly from all members they could have done exactly what the R.M.A. had been doing.

M. S. Madole believed that it would be very regrettable to take any steps which would result in the loss of identity on the part of the Hardware Association. At the same time, the strength of the R.M.A. was undeniable, and there could be no doubt that the hardware men had benefited from the work of that body. He suggested that the matter be left over for a year, as he hardly thought that the time was ripe for coming to a definite decision. Mr. Madole suggested that it might be possible to get the secretary of the R.M.A. to attend the convention and discuss the situation openly with the members. He made a motion to the effect that the vote on the question be not taken now. Mr. Cinnamon seconded this.

W. A. Rankin, of Ottawa—"This

same discussion has been going on for six years. If it is left over again this will be the last one that I will come to."

James Macgregor, of Oakville, a member of the Executive, stated that the Executive Committee had gone into the whole question very fully, and it would be impossible to get any different arrangement with the R.M.A. than that which had been offered to the committee. With reference to the question of the benefit which members had received from the Association, he asked what benefit members expected that they had not received?

Vice-President Conn believed that the question should be settled once for all. He thought it best for the members to carry the discussion until all were thoroughly satisfied that a proper decision had been reached.

Mr. Madole accordingly withdrew his motion.

J. A. McNab, of Orillia, stated that he believed there was considerable difference of opinion among the members on this question, and he believed that it should be thrashed out thoroughly then. He was not sure that they would benefit by the proposed amalgamation. Some years ago the matter had first been broached, and at that time the R.M.A. had offered them nothing better than to take the hardware men in and to assume the funds on hands, membership fees and everything. These first terms had since been modified, as shown. The question to be decided was what the R.M.A. was going to do in the future. He believed it would be found that the Hardware Association would be on a much better basis the next year if the officers were given an opportunity to carry out the plans which they had in view.

President Macpherson pointed out that it was fully believed that the hardware men should pay their share in the upkeep of the Retail Merchants' Association in view of the good work which that body was doing. This they could do, however, by joining as individual members of that Association and keeping up their own Association also.

The motion adopting the report of the Executive was then put and carried with a good majority.

The next question discussed was the clause in the president's address relating to the holding of exhibitions in future.

One member believed that the manufacturers were willing to go back to the old order—that is, to have the retailers handle the exhibition themselves. He believed further that the retailers should be represented on the Executive of the

Manufacturers' Association. "When we gave over control to the manufacturers we killed our own Association."

It was stated by one member that certain travelers had been going around knocking the Association, giving the impression that it would soon die.

Secretary Wrigley pointed out that travelers had shown a keen effort to get the retailers to attend the conventions. He believed that this effort had been general and sincere. As for the relations between the Retail Association and the manufacturers, they have had differences and were still thrashing out certain matters. Until these matters outstanding had been settled it would hardly do for the Association to reach any decision with reference to the holding of exhibitions in the future.

Mr. Sampson also stated that the travelers who had called on him had always urged him to attend the conventions, and had always shown a most friendly feeling toward the Retail Association. Personally, he was willing that the manufacturers should continue to manage the exhibition, and that they should get all that could be made out of them. He was strongly in favor in having exhibitions in connection with the convention. Another point that he made was the advantage of having the conventions held every year in some large centre such as Toronto or Hamilton. It was his opinion it did not pay to meet in smaller places.

Mr. McNab stated that any traveler who came to his store and in any way knocked his business would soon find himself in trouble. The Association was the business of every member, and antagonism to the Association should not be tolerated.

Mr. Creeper deplored the note of pessimism which had been apparent in the speeches of some of the members with reference to the future of the Association. He pointed out that the attendance at the meeting then in progress was the largest he had ever seen.

It was moved and seconded that unless the retailers had charge of the hardware conventions in future that no exhibition be held in connection with the conventions.

Another member raised the question as to whether exhibitions were really advisable or not. If the manufacturers would bring only goods which were distinctly new then there would be a real educative benefit. As it was, the exhibitions took up too much time, and when exhibitions and conventions were run together the conventions suffered. He believed that this had been the experience in the United States as well as in Canada.

Mr. McNab wanted to know if the mover and seconder of the resolution would be prepared to guarantee that they would get the exhibition up themselves.

On the suggestion of Mr. Occomore, it was decided to reach no decision until a proposition which was to be submitted by the manufacturers had been placed before the convention.

Dealing with the clause suggesting the admission of travelers as associate members of the body, Mr. Conn moved that in future they be admitted on this basis with permission to attend open meetings. Mr. John Caslor seconded the resolution.

This created a short discussion, in which several members stated that the travelers had always been loyal friends of the Association.

Mr. Creeper stated that if the merchants themselves had said as many good things of the Association as the travelers had done, the membership would now be a good deal larger than what it is.

A suggestion was thrown out that if any retailers heard travelers knocking the Association they should at once notify the Executive, and let them deal with the firms employing the travelers direct. The resolution was carried.

Some time was given to discussing ways and means of proving the service that the Association gives to members. Mr. Conn suggested that the Association supply a sheet for estimating plumbing job work to members free of charge. This suggestion was supplemented by President Macpherson to the effect that collection sheets might also be supplied free.

Secretary Wrigley pointed out the good results which had been obtained from the collection letters in the past. Some members had used as many as 600 of these sheets.

An interesting suggestion was thrown out by A. Wright to the effect that two teams should be appointed with captains to conduct contest for membership during the ensuing year. He believed that this would result in arousing interest, and thus in creating a larger membership. It would also enable the competing teams to work up interesting social features for the next convention. He suggested that perhaps some of the Tinsmiths' members could make a cup, standing about ten feet high, to be presented to the winning team.

The suggestion was received with favor, and the officers made a note of it to have it brought up later in the convention.

Discussion of Buying Problems.

The discussion on buying problems took place at the afternoon meeting on Wednesday. One merchant, located in a town where there are three hardware merchants, told how the merchants had clubbed together and purchased a carload of glass, and on account of being able to buy in a carload lot, had saved on an average of from \$1 to \$1.25 per case. This merchant stated that he had saved between \$60 and \$75 on his spring order for glass by co-operating with his fellow-merchants. The same merchant told how the same plan was worked out in buying wire nails and poultry netting.

One member present asked the question: "How many merchants here secured a better price than 5 and 10 per cent. off on their spring order for poultry netting?" Four members stated that they had bought at lower prices, and it was intimated by one member that many more no doubt secured better prices, but would not admit it.

One member told that he was promised a 5 per cent. rebate on his purchase of poultry netting, but owing to a misunderstanding regarding the brand of goods supplied he had canceled his order.

The question regarding jobbers or so-called jobbers who sell direct to the consumer was also taken up at considerable length and the selling methods of a number of firms discussed.

It was pointed out that if any of the members at any time had a grievance regarding unfair competition the matter would be thoroughly investigated if placed before the officers of the association.

A number of the members present thought that the retailer should try and get all possible concessions in buying goods, but that the concessions secured should not be used as a price-cutting lever against fellow-retailers.

Other questions discussed were prices and rebates on ammunition, iron pipe, screen cloth, galvanized iron and paints.

The "Made-in-Canada" sale conducted by The T. Eaton Co. also came in for considerable discussion. It was stated by one retailer that the paint that is being sold for 33c per quart could be made up for 20c per quart, and was of a very cheap quality. Another retailer stated that the paint was being supplied by— (the name of a well-known paint company was here mentioned), and that it was of the same quality as that supplied to the retail hardware trade at a much higher price.

The enamelware question was also discussed, and it was decided to secure samples of the ware offered by The T. Eaton Company and continue the discussion at the Thursday meeting.

Past President Madole stated that the

subject had been taken up in a recent issue of Hardware and Metal, and that the unfairness of the scheme from the retailers' standpoint was pointed out.

It was stated that an oil company that has been doing business in Canada for the past two years is conducting a very vigorous consumer campaign, and the question was asked as to what steps would be taken to prevent this competition. Several members told how their towns have passed by-laws governing transient traders, and by enforcing the law had to a large extent eliminated the transient traders from their districts.

E. J. Creeper, of Owen Sound, exhibited a 48-page hardware catalogue, in which was illustrated, described and

priced a large number of hardware lines, said to be carried in nearly all hardware stores. Provision had been made for any changes which might be deemed necessary by any merchant who did not carry the goods featured. These catalogues could be supplied in 1,000 lots for \$75; 2,000 lots for \$97; 3,000 lots for \$114. The catalogues bear the dealer's name and address, and are for distribution among the farm trade. Any merchants who are interested can secure copies with full particulars by writing to E. J. Creeper, c/o Creeper & Griffin, Owen Sound.

The meeting adjourned at 6 o'clock until 9 a.m. Thursday.

Convention of C.H.M.E.A.

Canadian Hardware Manufacturers Exhibitors' Association Hold Convention at Toronto—Tender Banquet to Retailers—Election of Officers.

THE Convention of the Canadian Hardware Manufacturers' Exhibitors' Association was held at Toronto on Wednesday, February 24. In the morning the members attended a joint meeting of the C.H.M.E.A., O.R.H. and S.D.A., and in the afternoon the regular convention of the Exhibitors' Association was held. Nearly all members stated that they regretted very much that it was impossible to hold an exhibition this year. They felt that the next exhibition would be on a bigger and more elaborate scale than any of the exhibitions in the past. When the next exhibition is to be held

will be decided at a later meeting, and it is said that London will probably be the city selected.

Election of Officers.

The election of officers took place at the afternoon meeting, and with one exception, last year's officers were re-elected. The officers are as follows:—President, Adam Taylor, Taylor, Forbes Co., Guelph; vice-presidents, E. H. Gurney, Gurney Foundry Co.; J. A. Hosack, Luffkin Rule Co.; W. R. Yendall, Richards-Wilcox Co., London, Ont.; J. Billinghamurst, Boech Bros. Co., Toronto; T. D. McFarlane, McFarlane & Douglass Co., Ottawa; A. M. Smith, McClary Mfg. Co., London, Ont. Directors—M. R. Griffiths, Canadian H. W. Johns-Manville Co.; A. A. Bittues, Gillette Safety Razor Co.; Chas. E. Stewart, Jas. Stewart Mfg. Co.; D. F. Griffith, B. Greening Wire Co.; H. P. Hubbard, E. C. Atkins Co.; L. W. Smith, Canadian Tap and Die Co.; Geo. B. Dowswell, Cummer, Dowswell, Ltd.; secretary-treasurer, F. M. Tobin, Woodstock.

The Banquet.

When it was announced that it had been impossible to secure the London Armouries for exhibition purposes, some retailers may have thought that the Canadian Hardware Manufacturers' Exhibitors' Association would not prove to be a very big factor in this year's convention.

If any such impression existed, it was certainly dissipated at Wednesday evening's banquet. This was one of the most enjoyable functions ever put on by the Exhibitors' Association, whose reputation as entertainers has always stood high.



ADAM TAYLOR,

Guelph, re-elected President Canadian Hardware Manufacturers' Exhibitors' Association.

At six o'clock the hardwaremen began to gather in the reception rooms at Dunning's, and the banquet hall was thrown open shortly after. By half past six everybody was seated, and it was found that the large hall was almost filled. The delegates were really surprised to find that the attendance was so large, when all got together.

Just when a nice start had been made on the eatables, the guests were surprised by a stentorian "Gentlemen!"



JAS. A. HOSSACK,

Vice-President, Canadian Hardware Manufacturers' Exhibitors' Association. Mr. Hossack is also Chairman of the Entertainment Committee and is largely responsible for the excellent banquet and programme on Wednesday evening.

coming from the vicinity of the piano. Looking around, they discovered a small man standing on a chair, his whole attitude the personification of "ginger." It was Jules Brazil. He referred to a certain "hymn" on his song sheet and implored the gentlemen to sing it as they had never sung before. And they did.

From that moment until the final "Auld Lang Syne," Jules Brazil kept the crowd in high good humor. It has been many a long day since they have been carried so far away from business cares as they were during those three hours. The "stunts" he put over were of such a novel nature that the crowd kept wondering what was going to come next. Perhaps the most popular "stunt" was the rendition of "Tipperary," the guests accompanying it by using their plates as drums and knives and forks as drumsticks—under the instruction of Jules Brazil.

But, of course, there were speeches too. There always are speeches at a dinner, and generally, there are too many speeches and they are too long. But such was not the case Wednesday evening. When Adam Taylor, President of

the Canadian Hardware Manufacturers' Exhibitors' Association, succeeded in quelling the din sufficiently to get a hearing, he announced, amid great enthusiasm, that the speeches were going to be short and the music long. He first called upon W. F. Macpherson, President of the Ontario Retail Hardware and Stove Dealers' Association.

Jules Brazil, guessing the speaker's ancestry, started the crowd singing "Annie Laurie." Mr. Macpherson expressed the appreciation felt by the retailers of the entertainment provided by the manufacturers, and he told a good story about education and the degrees which go with it. He hoped none of the hardwaremen would be educated in the same way as a Hebrew business man he had heard of who earned the degree—"ff. ff. f," which, being interpreted, is ff, 2 failures; ff, 2 fires; f, 1 fortune.

Chas. E. Stewart, President of the Jas. Stewart Mfg. Co., was next called upon, and he expressed great pleasure that the manufacturers and retailers had been able to get together this year, in spite of the impossibility of holding a convention.

T. B. Williamson, president Canadian Wholesale Hardware Association, was hailed with a verse of "Just a wee dock an' doris," and was introduced by President Taylor, as a "finished speaker."

Mr. Williamson described three different kinds of hardware manufacturers: (1) The manufacturer who sold through jobbers only. This class, he said, was now extinct. (2) The bad manufacturer, who sold the jobber first, and then went out and loaded up the retailer. (3) The successful manufacturer, who sold to both jobber and retailer. Mr. Williamson emphasized the necessity of good buying, declaring that "goods well bought are half sold."

Just as Mr. Williamson took his seat, F. M. Tobin, secretary of the Exhibitors' Association, stepped forward and awarded him a huge "iron cross," bearing the legend, "not made in Canada."

At this juncture, Jules Brazil introduced an original song, "Handy Little Things to Have About You," which made a hit.

B. W. Ziemann, of Preston, President of the Retail Merchants' Association of Canada, eloquently delivered the message from his association to the hardware trade, and similar greetings were extended by the past president of the Hardware Section of the Montreal Branch, Retail Merchants' Association.

Col. Gartshore expressed is keen regret that the convention was not being entertained at London. It was too bad that the Emperor of Germany had decided that it was an unsuitable place.

Mr. S. Madole, a past president of the

association, was introduced as the Laurier of the O. H. & S. D. A. He said he was in favor of price maintenance. A settled price on the part of the manufacturer, helped the retailer to determine his price.

C. W. Conn, Tillsonburg, was announced by the chairman as the prospective president of the retail association. He suggested a new auto accessory for hardwaremen to handle—a squirrel to pick up the loose nuts from — cars.

Percy Dixon, of the Sumner Co., Mone-ton, N.B., said he appreciated the attention he had received from the manufacturers, but he thought they expected to get it all back.

A Prudhomme, past president of the Canadian Wholesale Hardware Association, was greeted by "O Canada," and responded with a fine patriotic speech.

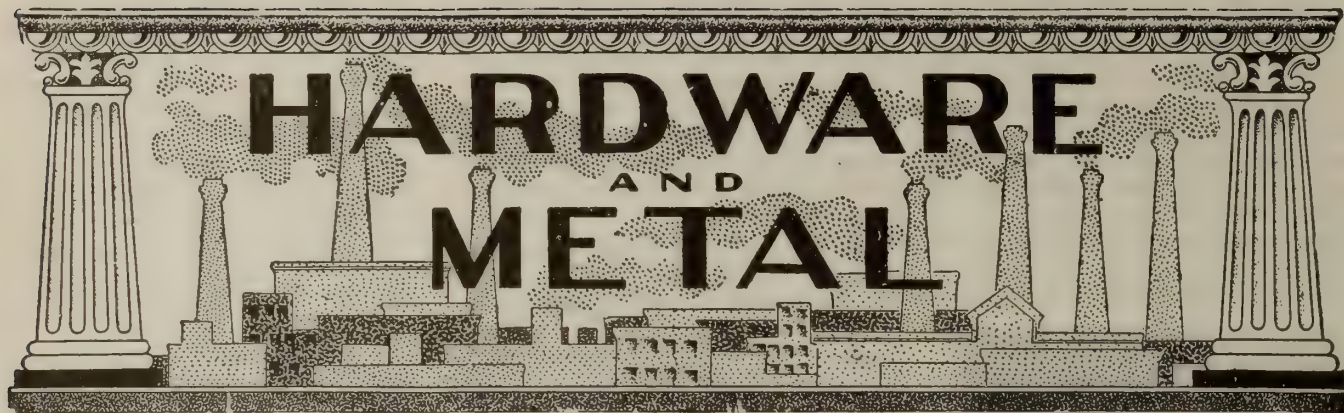
James Hardy, "Canada's millionaire," advised retailers to add that 7½ per cent. war tax to their selling prices, because in that way they would be carrying out the wishes of the Government, that the tax be as widespread as possible, instead of being borne by a few.

J. G. Lorrimer, manager Hardware and Metal, and D. O. McKinnon, president The Commercial Press, spoke on behalf of the trade press, after which "Auld Lang Syne" was sung and the guests adjourned.

OFFICERS ELECTED.

At the closing meeting of the O. R. H. & S. D. A., on Thursday afternoon the following officers were elected: President, C. W. Conn, Tillsonburg; first vice-pres., W. J. Carter, Picton, Ont.; 2nd vice-pres., Jas. McGregor, Oakville, Ont.; Executive Committee, E. J. Creeper, Owen Sound; D. A. McNab, Orillia; W. H. Bennett, Gananoque, Ont.; A. J. Wright, Hamilton, Ont.; A. Wideman, Markham, Ont.; E. A. Whitten, Bracebridge, Ont.; Treasurer, Jno. Caslor, Toronto; Advisory Committee, H. Occomore, Guelph; C. W. Conn, Tillsonburg; W. F. Macpherson, Prescott; secretary, W. F. Macpherson, Prescott; auditors, J. W. Peacock, Toronto; Geo. Mathewson, Toronto.

Weston Wrigley, the retiring secretary, was made honorary secretary of the association and was voted an honorarium for his many years' faithful service to the association.



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Toronto, Canada, February 27, 1915

Two Dollars per Year

WE ARE not measured so much by what we do as by what we get done.

OF BUSINESS the more you know about it the more you know there is to know about it.

THERE WOULD be fewer failures if there were fewer men blocking the way to their own success.

DISPLAY YOUR goods where people can see and examine them. Goods hidden away might as well be in a foreign country so far as their direct appeal to a customer is concerned.

THE CREDIT man's path is not all strewn with roses. When the worries appear he must make an instant decision as to the advisability of closing or helping the account. He must help where help is the best business course to pursue, but he must not allow sentiment to overweigh his judgment if closing up is the proper course in the interests of his house. Moreover, every credit man to-day thinks that Job had him in mind when he wrote: "Man's boon to trouble as the sparks fly upward."

DON'T TALK about a man behind his back; that is the place to kick him. If you are an employee do not "knock" your boss when he isn't around. That doesn't do you any good, for the only ones to hear you are those with no power to better your conditions. And if you don't like your employer go out and get another one, rather than to kick about the man who is making it possible for you to eat and dress well and have pocket money, etc.

Production of Lead.

THE report of the British Columbia Bureau of Mines on mineral production, 1914, gives some interesting statistics regarding the production of lead in the province of British Columbia.

Up to the time of the declaration of war it looked as if the 1913 output of 55,000,000 lbs. of lead — the highest annual production in the Province in eight years—would be exceeded in 1914. For the six months ended June 30th the average quantity of lead received at the smelting works at Trail had been 4,366,000 lbs. a month; then came July's total of 5,682,000 lbs., followed by 5,082,000 lbs. in Aug-

ust, which last-mentioned amount in being smaller showed the effect of the closing of several of the mines during that month. The remaining months of the year did not see a return to ordinary output conditions of the mines in Ainsworth, Slocan, and Nelson Divisions, though there was an increase in lead-ore receipts from the Sullivan group, East Kootenay, owned by the Consolidated Company, which to a considerable extent compensated for the decrease in those from the other parts mentioned. The total lead produced can not be placed at more than 52,425,000 lbs., which was 2,940,000 lbs. short of the production in 1913. Under the circumstances, it is a matter for congratulation that the falling-off in output was not greater.

Hardware Convention

ELSEWHERE in this issue appears a report of the Convention of the Ontario Retail Hardware and Stove Dealers' Association held at Toronto this week. The officers had promised that the sessions of this year's convention would be on a strictly business basis and those in attendance were not disappointed. Gathered as they were in closed session the members were free to fully discuss problems of interest to the association. The fact that the sessions were closed led to a free discussion of the subjects on one hand and many disclosures were made regarding the business methods of a number of concerns. The question of affiliation with the R.M.A., which has been hanging fire for a long time was disposed of when the members turned down the proposition. Nearly all of those present, however, agreed that the R.M.A. had accomplished a great deal for the retail trades, especially in the way of securing legislation and that the R.M.A. deserved support. It was suggested that as many members as possible should also join the R.M.A.

It was also decided to allow travelers to become associate members of the Ontario Retail Hardware and Stove Dealers' Association and in this connection a fee of \$1 will be charged. The Question-Box discussion on Thursday was extremely interesting and will appear in next week's issue of Hardware and Metal. It is interesting to note that during the week three hardware conventions were held at Toronto, as follows: Ontario Retail Hardware and Stove Dealers' Association; Canadian Hardware Manufacturers Exhibitors' Association; Canadian Wholesale Hardware Association.

The Cutlery Trades.

A NUMBER of manufacturers' agents in Canada are experiencing some difficulty in securing supplies of certain lines of English cutlery. One well-known agent recently made a special trip to England to endeavor to secure a large shipment of pocket and table cutlery and returned empty-handed. An English paper published in Sheffield in commenting on the cutlery trades states that the ordinary public are buying cutlery on a very meagre scale, nor does the export trade approach the normal even in those markets which are accessible. Pen and pocket knife cutlers continue busy on war goods. Makers have for months past been refusing orders from the public, and it is not easy to determine what has become of this rejected business, seeing that the industry in France and Germany is closed to ordinary channels of trade. Scores of large firms have, however, suspended their practice of wholesale distribution of knives among their customers and thousands of people are economizing. Cutlery makers resent the action of the spring knife operatives in demanding an advance of 10 per cent. at this juncture on the ground of a truce in the matter of conditions of labor and wages so long as the war lasts; and, further, that the majority of the cutlers have been taking home the largest earnings on record. The situation as regards army razors is unchanged, the output being still inadequate. A shortage of horn for scales was feared at one time, but this difficulty has been avoided by the War Office agreeing to take razors hafted in a manufactured composition, of which there is an ample supply.

Interiors and Store Fronts

PROBABLY the idea of store equipment has progressed more rapidly in relation to the interior than the exterior. Fixtures that are convenient for holding goods, that save time in handling, that display merchandise to advantage, are beginning to receive their due recognition from the merchant. But the exterior, the store front, the section farther removed from the merchant himself but infinitely nearer the public, is more or less neglected. Stores that pride themselves on a thoroughly up-to-date interior in fixtures, stock and business forms, sometimes show an utter lack of a progressive spirit outside. Even their newspaper advertising may be based on modern methods, but may fail in much of its effectiveness through the store front not being linked up with it.

Shrewd merchants who cheerfully bear up under an increasingly heavy load of rentals, especially in down-town areas, figure out that 80% of the extra value of their sites should be charged against window display. Make your window trimmer responsible for results from expensive locations, but see that your windows are laid out at angles that will insure the maximum of attention; that they are the right height: properly lighted and ventilated, not too shallow nor too deep for the goods they carry.

Pay as You Go

PAY your bills as you go. Don't shirk this all important duty. Uneasy lies the head that has unpaid accounts to think of. The trade must remember too, that when the war is over, the merchant with the brightest future will be the man who has kept up his payments and who has insisted on getting his money from his customers.

There's the point. No merchant can pay his own bills if he doesn't get his money from his customers. But the man who is determined to pay as he goes is going to get that money. He must make up his mind firmly to meet every obligation at the date of maturity that entitles him to a discount,—if there is any coming—and if he insists on carrying out this rule, as he should, he is bound to make the tardy customer "toe the scratch" at the same time.

During strenuous times the retailer must sometimes have to act strenuously to keep his financial sails trimmed properly. A great many credit customers must be ruled with a firm hand or eventually they will be hopelessly lost. There was never a time when the retailer should watch his credits so closely. Place a time limit as well as a money limit on every new applicant not absolutely known to be able to meet every debt incurred, and never err on the wrong side in arriving at a decision. If the dealer gets in the money due him he can pay his own bills. In any event he should keep up his reputation for meeting obligations at maturity. Remain square with the wholesaler and manufacturer.

Production of Flax

THE linen industry in Ireland and Scotland is said to be in danger as a consequence of the war. Much of the raw material, flax fibre, has come from Belgium, France and Russia, and these sources are for the time being, closed.

Representatives from the large mills of Great Britain have recently visited Canada in an endeavor to enlist the co-operation of farmers in a greater production of flax.

According to the Conservation Bulletin, this opens an opportunity to develop the industry more extensively in Canada, and by modern methods of production and handling, put it on a basis that will make it profitable under normal conditions and prices.

Flax for fibre can be grown in Canada wherever mixed farming can be carried on. In some parts of Quebec and in Western Ontario, from the days of early settlement, flax has been grown and home-made into linen. In only a few sections of Ontario in 1904 some 700 tons of fibre were produced, which sold for \$201 per ton. This fibre was of a poor, commercial grade, owing to antiquated methods of preparation for spinning. A shipment to Belfast produced by slightly improved methods sold for \$240 per ton. The average price for Irish flax fibre during the last five years has been \$325 per ton, while Belgian flax has averaged \$405 per ton. It is obvious that Canadian flax should supply the present deficiency and future requirements of the Empire's raw material for linen production, and that more remunerative prices will be received if improved methods of production are employed.

The average acre of flax grown for fibre, under normal market conditions, and using the new process, would yield at least \$45.00 worth of fibre and seed worth \$13.00, making a total of \$58.00. This is about three times the usual export value of an acre of wheat. It will be three years at least before normal conditions can again be expected, and during this time higher prices are likely to prevail. The area in flax (mainly for seed) in Canada, in 1913, was 1,552,800 acres and, in 1914, 1,084,000 acres. This shows a decided decrease and it also shows that what is needed in Canada is a practical method of producing fibre.

Getting More Farm Trade

Good Market Means Increased Business

Farmers are Now in a Position to Prove Profitable Customers and a Good Local Market is the Surest Way of Attracting Them—What Has Been Done in the Town of Hagersville and the Results Obtained.

Second Article in Series.

IN recent issues of Hardware and Metal articles have been presented dealing with conditions in the agricultural sections of Canada. The object of these articles has been to establish the now generally recognized fact that there is plenty of money on the farm at the present time. Crops have been good of recent years and at the present time the farmer is realizing exceptionally good prices for all that he produces. It is an established fact that the farmer to-day has more money than for some years past. He is not, however, spending the money as freely as he would if conditions were more normal; the reason being the uncertainty felt as a result of the war. The close observer finds evidence continually, however, that the corporation, the merchant, the salesman, who go after business in the farming sections aggressively and along right lines find little difficulty in securing lucrative results. Hardware and Metal has quoted a number of cases where merchants who have adopted aggressive methods have effected large increases in the business done with farmer customers.

In the large cities which depend to no small extent upon the activity of the large manufacturers, conditions have not been as bright. It is safe to assume that this condition will not be entirely righted for some little time to come. The merchant who wishes to increase his business this year must, therefore, look to the country rather than to the city for the source of his increase. The big question before every retail merchant to-day is how trade with the farmer can be improved. How best can the farmer be induced to purchase on a scale warranted by the ample means now at his disposal?

This brings to the fore the question of the importance of the local market. Towns which boast of healthy markets have felt little or nothing of the depression which has so unquestionably been felt in the larger centres. A good market brings farmers to the town where it is located; and as a natural sequence, brings trade to the local merchant.

Take the case of Hagersville. It is not a large town although an extremely busy and prosperous community. Yet Hagersville boasts of a market in size second only to that of the city to which it lies most closely, Hamilton. This is indeed a record of which Hagersville or any other town might well be proud. There is, however, a more tangible reward for the good townfolk of Hagersville—brisk business resulting from the influx of farmers.

The people of Hagersville are very proud of their market. They don't let you forget it. Not by any means. They have a big thing and they surely advertise it.

farmers' horses, hitching and unhitching them without the assistance of the farmer. This, as any readers who are familiar with farming conditions will know, is almost unique.

A moderate charge is made for stabling accommodation, no higher than in other stables with only one attendant, and in addition the farmer never has to bother hitching or unhitching his horses. This is part of the service and is performed cheerfully. Hagersville merchants are catering to the farmer in this respect and it certainly pays big dividends in satisfaction.

As to the business-pulling possibilities, the business men of Hagersville are all



View in Hagersville Along the Main Street on Market-Day.

One of the necessary requisites to a successful market is stabling accommodation. A farmer will put up with almost any inconvenience for himself, but you have to use his horse right. Here is one department in which Hagersville ranks high. Three large livery barns, capable of accommodating 250 teams, are located in the town. Each has its quota of attendants. On market days these are increased to eight and ten, instead of the usual number of two and three. The attendants look after the

agreed that it certainly is the best possible method they could have of getting business. Merchants, when interviewed, were most emphatic in their praise, many of them stating that they very often did as much business on market day as during the rest of the week altogether. More than that, it brings customers from long distances who would not otherwise spend their money there. One only has to enter some of their stores on market day to realize this. From 10 o'clock

(Continued on page 37.)

What Other Papers Say

*Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Does Advertising Increase Cost?
—How Prosperity is Radiated.*

Does Advertising Increase Cost?

From Economic Advertising.

Despite the volumes that have been penned on this subject, and the many apparently conclusive arguments put forward to prove that advertising does not increase cost; there are even in these enlightened days, far too many business men remaining, who can see nothing in advertising but an unnecessary and unwarranted expense.

There is no denying the fact that in those stores where business is slack, the highest prices prevail, — in the busy stores one finds the lowest figures — and the wise merchant who lets the public know what he has to offer can look for a brisker business without materially increasing his overhead expenses for light, rent, heat, taxes and insurance are more or less stationary factors in overhead expense.

Clerk hire has to be paid for in any case, and if each individual clerk sells twice as much as before, the turnover is by so much increased, prices can be lowered and still the profits will far outdistance those of the unadvertised store.

But advertising has performed another service to the retailer which has done much to spread the volume of sales evenly over every month of the year.

Without it buying at the height of the season would be very heavy, and the slack seasons would be dull indeed, but the merchant who uses the force of publicity in the off seasons finds that he can equalize his trade, and at the same time he can save the extra expense unavoidable at rush periods, while earning his customer's good will by pointing the way to undoubted economies.

As one writer puts it, "Advertising performs all that could be accomplished by house to house solicitation and at a far less cost. It visits a thousand homes and talks to the inmates thereof, while a solicitor could enter but one."

So that advertising must be looked upon as a vital part of the necessary expense of selling goods. It is in no sense an extra charge added to the cost of the goods.

• • •

Enamelledware Export Demand

From American Metal Market.

It is reported that for the first time in the history of their business American manufacturers of enamelled kitchen utensils have an opportunity for the profitable exportation of their goods.

Recent urgent inquiries have come to several American makers of enamelled ware from such widely separated points as England, Australia, Cuba, South America, Africa and China. Heretofore, the markets in these countries have been dominated by the German and Swedish manufacturers, who, owing to lower labor costs, have been able to undersell the American makers. The war has changed the situation. Some German ware is still being sent out through Holland, but the volume of both German and Swedish exports in these goods has been so

greatly reduced that a number of commission dealers in the countries named have turned to the American manufacturers for their supplies. Negotiations are now under way for large shipments.

• • •

How Prosperity is Radiated

From Boston Commercial

There is an economic theory that eras of general industrial activity must inevitably end in over-production and be followed by long periods of depression. This theory is old, however, and since it was promulgated it has been exploded.

Industrial prosperity, once inaugurated, continues until it is checked by war or by political activities which threaten private ownership of capital.

Where capital is encouraged by sane and constructive legislation, its hands upheld by the government and the people, it is always found reaching out and developing natural resources, establishing new industries, expanding transportation facilities, erecting buildings and opening new mines. Such work does not lead to immediate increases of production and the vast armies of men employed in such undertakings consume food and clothing and are large buyers of all kinds of merchandise.

What would amount to an oversupply were the country's industries confined to the work simply of meeting the normal consumptive demand is absorbed by those engaged in this work of expansion, which enlarges the country's facilities and provides machinery to still further increase the productivity of labor, and thus raises the average standard of living to a higher level in each succeeding generation.

• • •

Trap Shooting at Sea

From Sporting Life.

Indicative of the wide-spread influence of trap shooting it is noted that the United States Ship "Solace," which shortly sails from New York for the Panama-Pacific Exposition, is to have a trap shooting layout on board, so that the officers and men can enjoy all the delights of this sport while on the high seas. The officers of this arm of Uncle Sam's service are "neutral" in the matter of warfare and but take out their natural bent for firearms and shooting in this sane, delightful pastime of trap shooting. This furnishes just one more instance of the widespread interest in trap shooting and the strong hold it is obtaining on all classes and conditions of men. We feel assured that the sport has a pretty strong grip on its devotees when they desire it so greatly that they must needs take their traps along when on the ocean, so as not to miss their regular competition. Probably when the "Solace" reaches the Exposition at San Francisco this novelty will be so exploited that it will give the sport of trap shooting a tremendous amount of advertising and a forward impetus that will spread to all sections of this land.—Sporting Life.

Practical Course for Sheet Metal Workers

Article No. 19 of Series

By CHARLES SEIVERS

IN the two problems shown here, we have in Fig. 1 a tee pipe, or junction between two pipes of equal diameter, and in Fig. 2 a junction between two pipes of equal diameter, but not at right angles to each other.

To develop patterns for Fig. 1 draw a side view as shown by A-B-C-D-E-F-G-H. On the line A-H draw a half section of the branch shown by the semi-circle A-M-H. Divide this half circle into a number of equal parts, as shown by the figures 1-2-3-4-5, etc. At right angles to A-H draw lines from these points, extending them beyond B and G. On end, as at E-F, draw another half section or section of pipe, as shown by circle K. Divide portion of circle K into same number of equal parts, as section on line A-H. At right angles to E-F draw lines from these points, extending them until they intersect lines drawn from corresponding numbers on the section at A-H. Connect the points obtained, obtaining the line B-L-G, which is the line of intersection between the two pipes. To lay off the pattern of branch or part outlined by A-B-L-G-H,

draw two parallel lines, as N-N and O-O. At one end draw a line at right angles to N-N, joining it to O-O, as N-O. From these lines, N-N and O-O, set off the spaces shown, 1-2-3-4-5, etc., on half section A-M-H, repeating these measurements so as to make the circumference complete. Draw lines connecting 2-2-3-3-4-4, etc. With the compasses or dividers measure distance from A-H on line numbered 1 to point L, and mark off this distance on lines numbered 1 on stretch-out, using, say, N-N as the line to measure from; measure from A-H on line 2 to its intersection with line L-G or L-B. In this case both are the same, and set off on spaces marked 2; measure from A-H on the remaining lines 3-4 and 5, and set off in the same way on corresponding lines on stretch-out. A line drawn through points on stretch-out thus obtained will give outline of pattern for the part of tee outlined by A-B-L-G-H.

To obtain the outline or shape of the opening required in main part to receive branch, draw two parallel lines, as R-R and S-S, and draw a line at right angles,

joining them as R-S. From this line set off at least half of the circumference of pipe, as shown by the figures 1-2-3-4-5, etc. Working from the line F-E, measure the distance from the line F-E on each of the lines drawn from the section K on the end to their intersection with corresponding points on lines B-L-G, setting off distances obtained on lines 5-4-3-2-1 on the lines numbered 5-4-3-2-1 on stretch-out. A line drawn through points thus obtained will give the outline of opening required to receive branch.

The problem in Fig. 2 is worked out in the same manner as described for Fig. 1.

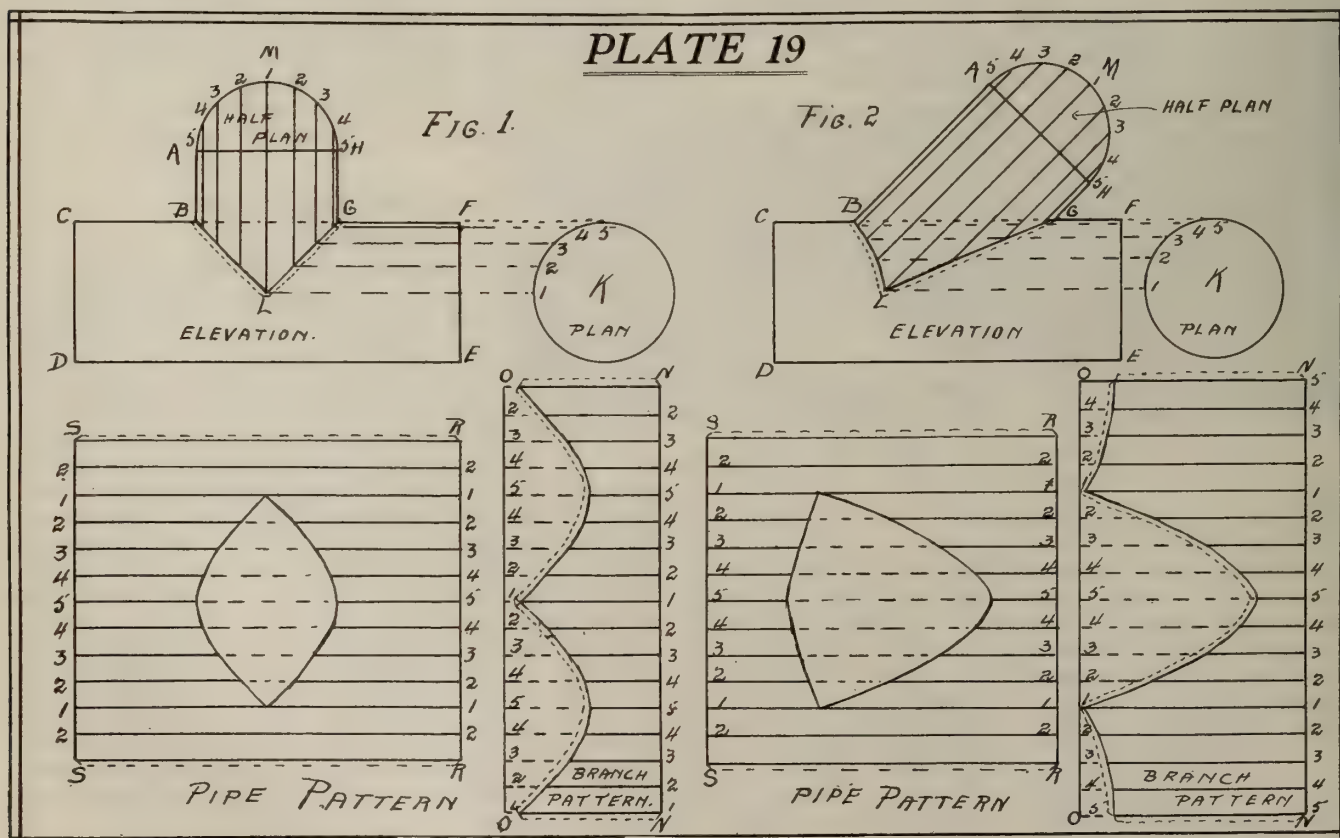
Care should be taken to allow material for lapping at the joint, as shown by dotted lines at B-L-G, which will require to be turned down to fit the pipe.

Allowance must also be made for locking or seaming the joints at N-N and O-O on both patterns.

ETHELBERT EVERGREEN.

Ethelbert Evergreen, the Junior Clerk, is indisposed this week. He is expected back on the job next week.

PLATE 19



GOOD MARKET MEANS INCREASED BUSINESS.

(Continued from page 34.)

until 3 p.m. there is hardly any "let up." Every store is crowded and every merchant rushed to the limit. Most of the stores put on extra sales help for this one day. One store in particular doubles the number of clerks employed.

A splendid feature of this market is the fact that all the buyers pay cash for all produce bought. There is no attempt to "trade" it out, and thus corner the consequent sales which would arise from this transaction. While this idea may work out all right for the merchant who does it, the cash payment plan gives a great deal more satisfaction to everyone concerned.

With the exception of the large number of Indians who are quartered in the district, the farming community is a wealthy one. A drive through the section outlying from Hagersville convinces one of this.

Thus it is that bad debts are the exception rather than the rule for the merchants.

Norfolk County is generally accepted to be one of the most wealthy in Ontario.

The Christmas market as it is called is the large market of the year. It is more of a festive gathering although a large amount of business is done on that day. This is always attended by practically every farmer within a driving radius. Then they have a great reunion and of course a farmers' reunion is an occasion for much jollification indeed.

It has been estimated that at the Christmas market there is usually in the vicinity of 250 farm vehicles each with its quota of passengers assembled in Hagersville. This market is the one great Christmas harvest for the merchants, who prepare long in advance for this large day's business.

Buyers from the surrounding cities frequent this market regularly. Hamilton, London, Simcoe, etc., compete with the local firms. The goods purchased by local firms, as a general rule are crated and shipped out of town the same day. A large percentage of it is sent by stage to Hamilton, where some of the merchants have their distributing facilities.

One feature not already mentioned is that the weekly market is held on Wednesday. Rather an unusual thing for a farmer's market; but Wednesday it is and no doubt will stop. Travelers who try to do business in this town on Wednesday will realize just what it means to have to wait all day without getting an opportunity to engage in conversation with their customers.

The Hagersville market seems to have been handed down from past generations, and to have kept on improving each year.

No one just seems to know how or what influences contributed to its inception, suffice it to say that it is certainly in a good healthy state as is evidenced by the photo shown herewith.

**WINNIPEG MARKETS.**

(Continued from page 44.)

Solder, also, has risen 1c, being now quoted at 27 per lb. for full cases; 28c for smaller lots.

Probably 10 Per Cent. on Ammunition.

There have been more changes than those reported last week in sporting lines. Practically all ammunitions are up. The advance in powder has not been definitely settled, but it is believed this must go higher. Potash extensively used in the manufacture, of course, comes largely from Germany. Since the outbreak of war a certain amount of this has been made in San Francisco from seed weed, but now the tariff applies to this. It is expected the rise in ammunition will be 10 per cent. at least.

Dynamite has already risen 10 per cent.

All American rifles and shotguns have advanced from 7½ to 10 per cent. Some Canadian ammunitions also have been advanced. The metallic, indeed, are generally up 7½ per cent.; primes are up 10 per cent. Loaded shells have not advanced as yet, but such a movement is quite probable. Baseball bats, too, have advanced. Because of the tariff these are now being quoted 10 per cent. higher than formerly.

The rise in fishing tackle reported last week is now very evidently general. This advance is in the neighborhood of 10 per cent., and is due not only to tariff, but also to the scarcity of raw materials.

On tennis goods the tariff is necessitating an advance. It is never the practice to bring in these goods in the winter.

The result is that now practically all such goods needed in Canada this summer have to be secured and the advanced tariff paid. Prices will be approximately 10 per cent. higher because of this.

White Lead Up—Paint and Glass to Follow.

The advance on white lead, naturally to be expected from the increased tariff, has been struck. Prices for pure lead in ton lots now being \$9.45; in less than ton lots, \$9.75 per cwt. It is quite likely that still further advances will be struck here. As a matter of fact the whole paint market is on the point of advancing. With the high cost of raw materials such an advance would probably have come before summer, and now, with this war tax, there seems no reason to doubt that before the end of March there will be new and higher prices. Not

only will paint and glass advance, but it is likely that turpentine too will move upward. This has been on the free list to date, and now will not only have to pay a 7½ per cent. tax, but there will also be a duty on the barrel, which alone will amount to 1c per gallon. Blue stone also is up ¼c, being quoted at 6c per lb.

Stoves are one line as yet unaffected. Business in this class of goods is said to be developing nicely.

**WEEKLY PAINT MARKETS.**

(Continued from page 46.)

cases 70c is being quoted as against 68c by other dealers. The following prices are being quoted in Toronto:—Single barrels, 68c; 2 to 4 barrels, 67c; 5-gallon lots, 77c.

White Lead.—There is a fair demand for white lead, notwithstanding the advance in price. The new quotations are given in the current paint market quotations.

Glue.—English glues are higher, due to the extra 5 per cent. on the duty. English common sheet is now 12c per pound. No. 1 ground glue is 13c and extra 16c per pound.

Glass.—The glass situation is further complicated by the additional tariff. It is expected that an advance will have to be made, as the margin of profit has been considerably reduced under the new tariff.

Putty.—There has been no change in the price of putty, but the increased cost of whiting and steady advance in linseed oil may change the situation. The following prices are for standard putty in less than ten lots:

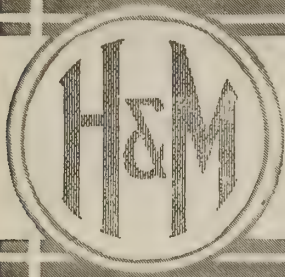
	Per 100 lbs.
Bulk, bbls., 800 lbs.	\$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00
Pure putty, 60c per cwt. advance.	

**BACKBONE.**

Backbone is the courage of your convictions; confidence born of positive knowledge of conditions.

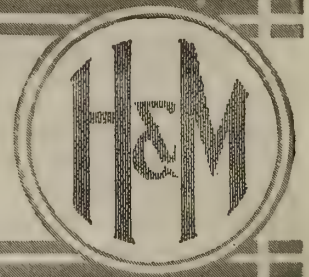
The stiffening of the fibres of your business sense; the clarification of your gray matter; the realization for all time that honesty is the best policy.

That's what backbone is, and it will be yours, as the day follows the night, if you "get together" in your own city, and "get busy" finding out where you have been wilfully ignorant or heedless, or careless of your store and your sociability.—Playthings.



Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Adds New Department.

Fillmore, Sask.—J. E. Wright, hardware merchant, is adding a tinsmithing department.

Elected President.

St. Marys, Ont.—At the annual directors' meeting of St. Marys Hardware Ltd., F. E. Butcher was elected to succeed the late Jas. Selater as president.

Catalogues Wanted.

W. R. H. Daniels, 629 Dundas Street, Toronto, domestic sanitary and heating engineer, is opening a hardware department, and requests that catalogues be mailed to him.

Ontario Incorporations.

Clarke Products, Ltd., capitalized at \$40,000—head office, Toronto—to manufacture and deal in automobile accessories, heaters, etc.

Business Changes.

Elfres, Sask.—F. M. Vincent has been succeeded by H. G. Sirgudson.

Bathurst, N.B.—McTowney & Foley, tinsmiths and plumbers, have dissolved partnership.

Toronto, Ont.—Watson & Holmes, tinsmiths, have dissolved partnership. Mr. Watson continues the business.

Open New Store.

Melfort, Sask.—Millard Bros. have completed arrangements for the opening of a hardware store at Pathlow. A complete stock of all lines will be carried. The store will be in charge of Geo. Woods, who has been employed in the Melfort store for some time. Millard Bros. now operate three stores, Melfort, Star City and Pathlow.

Obituary.

Quebec, Que.—The death occurred here of Erskine G. Scott, of H. S. Scott & Co.

Niagara Falls South, Ont.—The death occurred here of W. D. Garner, of Garner Bros.

The death occurred at Clinton, Ont., of James Twitchell, who for 25 years represented the Hastings Shingle Mfg. Co., Vancouver, representing them in Ontario.

Hull, Que.—The death occurred here of Edgar Carriere, aged 32 years. Mr.

Carriere was for many years associated with his father, Basil Carriere, in the hardware business on Alma street. Of late years he had been connected with the International Supply and Construction Co.

Now Qualified.

The Blairmore, Alta., Enterprise, in a recent issue, stated that L. Dutil, proprietor of the Blairmore Hardware Co., has invested in a new Ford automobile, and on Sunday last had a lease of several streets and avenues in the town for educational purposes. They say that he is now qualified to operate the machine, although he is not entitled to a certificate of competency until he has over-run some dog, cat or human being.

Dominion Incorporations.

Universal Wallpaper Co., capitalized at \$100,000; head office, Toronto.

Commercial Electrics, Ltd., capitalized at \$100,000; head office, Toronto.

Zenith Machine Co., Ltd., capitalized at \$50,000; head office, Toronto.

Canadian Merchandise Exchange, capitalized at \$100,000; head office, Toronto.

American Equipment Co. of Canada, capitalized at \$5,000; head office, Montreal, Que.

Zenith Machine Co., capitalized at \$50,000—head office, Montreal—to carry on the business of iron and steel makers, etc.

Canadian Toy and Novelty Co., capitalized at \$75,000—head office, Montreal, Que.—to manufacture, purchase, sell and deal in toys of all kinds.

Wettlaufer Bros., Ltd., capitalized at \$300,000—head office, Toronto—to manufacture and deal in machinery, automobile supplies and accessories, etc.

Curtiss Aeroplanes and Motors, Ltd., capitalized at \$50,000—head office, Toronto—to manufacture and deal in aeroplanes, sea-planes, flying boats, etc.

New Idea Spreader Co., Ltd., capitalized at \$250,000—head office, Guelph, Ont.—to manufacture and deal in manure spreaders, agricultural implements, etc.

Aube's Automatic Smoke Consumer Co., capitalized at \$50,000—head office, Montreal—to manufacture and sell an invention called the Automatic Smoke Consumer.

Canada Model and Machine Co., capitalized at \$40,000—head office, Windsor, Ont.—to carry on the business of manufacturers and dealers in all kinds of hardware specialties and machinery.

Montreal Ammunition Co., capitalized at \$300,000—head office, Montreal, Que.—to carry on the business of manufacturers and importers of and dealers in shells, bombs, cartridges and cartridge cases, and all kinds of projectiles and ammunition used in war or in sport, etc.

St. John Notes.

His associates in the office staff of The James F. Robertson Co., Ltd., this week presented to Captain Keefe a handsome army wrist watch, with best wishes for his success abroad. The members of the factory, warehouse and teaming staff presented to him a valuable gold-mounted fountain pen, and the Knights of Columbus, of which he was a member, presented a beautiful set of prism binoculars, suitably engraved.

St. John, N.B., Feb. 20, 1915.—Two officers of the 26th Overseas Infantry Battalion, formerly engaged in the hardware trade—Major James Pringle, of Fredericton, and Captain George Keefe, of St. John, were honored this week by associates and presentations made to them. A banquet was tendered Major Pringle, who is quartermaster with the 26th, by fellow-commercial travelers at the Windsor Hotel, about twenty-five friends being present. The popular officer, who was for many years on the road staff of the hardware firm of J. S. Neill & Sons, of Fredericton, was the recipient of a handsome set of pipes and a signet ring. R. L. Phillips acted as toastmaster, and the quartermaster was given a rousing farewell.

Western Notes.

Another hardware curler is Fred Doig, of Doig & Sons, Glenboro, Man. He made a hard fight for the chief prizes at the bonspiel.

Bonspiel week brought in many hardwaremen to Winnipeg. Jas. Moody, of Moody & Sons, Selkirk, was among the old-timers at the bonspiel.

W. H. Sparling, of Minnedosa, Man., is another who has been in year after year. Mr. Sparling attended the bonspiel twenty years ago. He did very well this year.

HARDWARE LETTER BOX



Fence Locks.

Skinner Hardware, Limited, Stettler, Alta.—Will you be kind enough to let us know where we can procure a fence lock like accompanying diagram?

Western Wire & Nail Co., London, Ont.; Graham Nail Works, Toronto; Laidlaw Bale Tie Co., Hamilton, Ont.—Editor.

Russian or Turkish Baths.

T. A. Cowan, Brantford, Ont.—Kindly advise us where we can procure what is known as a Russian Bath?

Robinson Cabinet Mfg. Co., Limited, Walkerville, Ont.—Ed.

Address of J. C. Hall Mfg. Co.

Summers' Hardware, 433 Hamilton Rd., London, Ont.—Will you kindly give us the address of the J. C. Hall Mfg. Co., makers of food choppers?

Can any of our readers kindly supply the address of the above firm?—Ed.

Ice Harvesting Tools.

Kelly & LeDue, Hull, Que.—Will you kindly give us the names of manufacturers in Canada, of ice harvesting tools?

R. Donaldson & Son, Montreal, Que., and E. J. Benfield, Stair Bldg., Toronto, Ont.—Ed.

Dry Grain Measures.

Emerson & Fisher, Limited, St. John, N.B.—Could you kindly supply us with names of manufacturers of wooden dry grain measures?

J. Root, Green Bush, Ont.—Ed.

Royal Record Ranges.

Star Hardware Co., Ottawa, Ont.—Would you be kind enough to let us know who are the manufacturers of the Royal Record Ranges?

The Record Foundry & Machine Co., Limited, Moncton, N.B.—Ed.

Agent's Name.

The W. H. Walsh Co., Ltd., Eburne, B.C.—Kindly let us know who is the Montreal agent for "Wilkes-Martin-Wilkes Co.," who advertises in your paper.

Wm. H. Evans, Montreal, Que.—Ed.

Iron Beam Manufacturers

W. E. Mickus, Preston, Ont.—Kindly let us know the address of Iron Beam Manufacturers, in Toronto.

Dominion Bridge Co., Toronto., Canada Foundry Co., Toronto.—Ed.

Lino Shino.

Munroe & Zavitz, Wallaceburg, Ont.—Please advise if possible where we can secure lino shino.

Can any of our readers supply the name of the maker of this article?—Ed.

Diamond Rapid Firing Drill.

Hamilton & Stott, St. Thomas, Ont.—Can you give us the name of the firm handling the Diamond Rapid Firing Drill; we need some repairs?

The Diamond Expansion Bolt Co., of New York, N.Y., are the makers, and they are represented in Canada by Norman MacDonald, 193 Spadina Avenue, Toronto, Ont.—Ed.

Twenty Years Ago In the Hardware Trade

John M. Taylor, secretary-treasurer and general manager of the Toronto Radiator Mfg. Co., has returned to business, after an enforced absence of some weeks from his office, due to sickness.

Editor's Note.—John M. Taylor is now president of Taylor-Forbes Co., Guelph, Ont.

The McClary Mfg. Co., London, Ont., now announce themselves in a position to supply the Canadian market with enameled wares. A representative of Hardware and Metal examined some samples of the company's first output in this new line and found them to have every appearance of being equal in quality to the best German and American makes. When one considers that this is the first batch turned out by this company, the quality and appearance of the article are exceedingly creditable.

Editor's Note.—The enameling department of the McClary Co. has assumed exceedingly large proportions since the above was published twenty years ago.

The advance in wrought iron pipe that Hardware and Metal predicted last week has been fulfilled. The discount has been reduced on three of the smaller lines only, but on 1-inch pipe, the size used mostly, the old discount list still holds good.

CATALOGUES AND BOOKLETS

Cutlery Catalogue.

Ontario Knife Co., Franklinville, New York, have issued catalogue No. 6, an attractively gotten up catalogue of 133 pages, showing an exceptionally large line of table cutlery, butcher knives, shears, sticking knives, bread and household knives, kitchen sets, paring knives, kitchen knives, coring hooks, pitting spoons, vegetable knives, grape fruit knives, spatulas, cleavers, putty knives, etc.

A Handsome Catalogue.

The new catalogue which has just been issued by A. Ramsay, Son & Co., paint makers, Montreal, is one of the finest examples of the printer's art as applied to paint "Literature" that has been seen in Canada. On forty-six pages there are actual color reproductions in miniature of the different cans and packages in which the many brands of paints, lead, enamel, sealers, stains, dryers, varnishes, surfacers, wood dyes, removers, fillers, shellacs, polishes, veneers, floor wax, kalsomines, etc., are put up for the public. The dealer is thus at once enabled to appreciate the attractive nature of the display which the goods will make and this is a selling feature to which attention may well be given.

Featuring Powder.

A card that is receiving favorable comments from ammunition dealers, is one on Du Pont Ballistite Smokeless Shotgun Powder. The cards are being distributed by jobbers and dealers.

The face of the card shows grains of Ballistite four hundred times their actual size, reminding one of graham wafers. The back of the card is devoted to emphasizing the waterproof and other characteristics of the powder.

The Du Pont Company states they are receiving numerous requests for these cards, which when sent out bear the dealer's name. The address of the company is E. I. du Pont de Nemours Powder Co., Wilmington, Del.

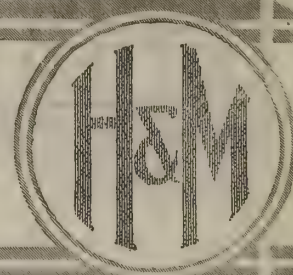
To Issue Catalogue.

White's, Ltd., wholesale hardware and metals, Collingwood, Ont., have placed a contract for a 900-page general hardware catalogue to be ready for distribution to the trade in January, 1916. The firm states that the catalogue will be strictly up-to-date, as good as can be turned out and will be built on the loose leaf plan.



New Hardware Goods

Offered Canadian Hardwaremen



LINOLEUM AND OIL CLOTH VARNISH.

The Carpenter-Morton Co., 77-79 Sudbury Street, Boston, Mass., has recently placed upon the market a new varnish for linoleum and oil cloth. This company states that this varnish is high grade in every respect. It works freely, is elastic and durable.

This varnish is very light-colored, and is said to prolong the life of the linoleum or oil cloth on which it is used. It is put up in quart and pint cans.

An attractive steel stand, 9 in. x 15 in., which is shown in the accompanying illustration, is packed with each order.

NEW NATIONAL PRODUCTS.

The National Motor Supply Co., Cleveland, Ohio, are offering a number of new

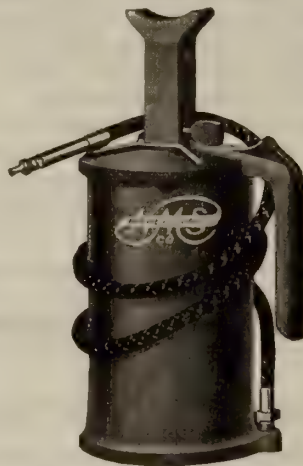


Carpenter-Morton Co. Steel Display Stand.

lines to the trade, including the national pneumatic jack and the National Mix-O-Lock.

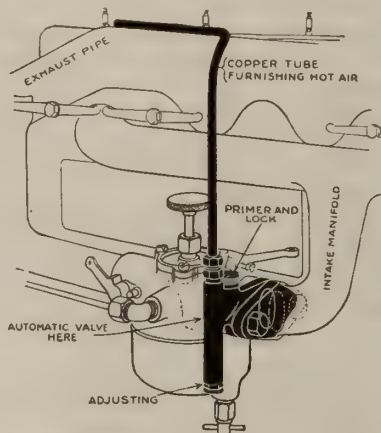
The pneumatic jack is said by the makers to be capable of lifting the largest car without any long arm, strong arm or aerobic effort. A foot or power pump is used to supply air. It is claimed that the jack will go under any axle, and with a few strokes of even a foot pump will lift the whole rear end if necessary. A mechanical locking device is provided for suspending car a very long time. The dimensions are: Height (telescoped), 11 inches; diameter, 4 inches; weight, 6 lbs. Operating directions are given as follows:—With jack in position under axle and hand or power pump attached to valve on end of two-foot hose leading to jack cylinder, give a few strokes of

the pump. Car will rise and remain at any desired height until air pressure is released.



National Pneumatic Jack.

The National Mix-O-Lock is for Ford cars, and the makers claim it was designed by one of the best carburetor experts in the United States. They also claim that it saves 25 to 50 per cent. gasoline; regulates air intake automatically, locks motor, primes motor, eliminates carbon. The Mix-O-Lock is said to save gasoline because it sprays just the proper amount of hot air into the manifold next to the carburetor and at right angles to the flow of gas. It is also said to automatically cut off air when starting or when going up hill or through deep sand. The valve is operated en-



The Mix-O-Lock.

tirely by the vacuum in engine cylinder, which varies with the load the motor is pulling. The device complete weighs 1

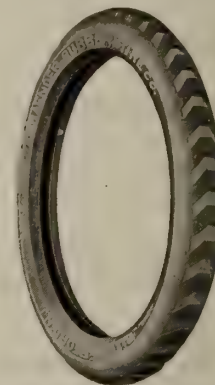
pound. Full particulars will be mailed on request.

BRAENDER "BULL DOG" NON-SKID TIRE.

The Braender Rubber & Tire Co., Rutherford, N.J., has put upon the market a new and improved style non-skid tire which, the makers' claim, bids fair to exceed in popularity the Braender "Bull Dog" non-skid tire.

The new tread as shown in illustration is of the combined raised and depressed type.

It retains all the advantages of the original Braender "Bull Dog" non-skid with the fishtail cross bars, but has in addition six heavy webs of rubber so placed between the cross-bar projections as to give considerably more rub-



Bull-Dog Non-Skid Tire.

ber on the tire, with more tread surface to take the wear.

The addition of the webs, it is claimed, overcomes any tendency to side skidding on muddy, sandy or dirt roads, or slippery pavements, and in combination with the cross-bars insure a continuous and smooth riding surface, effectually preventing the wear that rounds the edges of ordinary projections of an efficient non-skid.

The webs, however, are so placed as to relieve the strain heretofore borne by the cross-bars alone, while strengthening them and distributing the wear evenly over the entire surface of the tread.

Each depression between the bars and webs has a vacuum grip on the road, formed and released by the rolling tire without waste of power.

The new "Bull Dog" non-skid is made in all sizes and of the Braender quality.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

Market reports this week show many price changes. So many lines are affected and so many new lists and discounts as well as net prices are now in effect that it is impossible to enumerate them in the space devoted to markets at a glance. Manufacturers and jobbers are still readjusting prices to meet new conditions created by the tariff changes. A meeting of the Wholesale Hardware Association was held at Toronto this week and no doubt many more changes will take place as a result of the meeting. Country business continues fairly good but city business is quiet.

MONTREAL.

MONTREAL, Feb. 25.—The trade is in the throes of the price re-adjustments, which are the logical following of the advance in tariff embraced in the White budget. The eventual result of the tariff increase will be advances in prices practically throughout the whole field of the hardware trade, for where the goods themselves are not imported the raw materials are, in the great majority of cases. The effect of the budget seems to have created a market buying activity in the country districts, although at the same time a portion of this may be charged to the unusually mild weather which may—or may not—forecast an early spring. City business has shown little interest.

The prices which have prevailed during the present week have covered a big range. In some cases advances have been made and in others they have not—

yet. Adjustments are being made and in many instances the final action is being based on the rulings of the meeting of wholesalers at Toronto on Thursday. In general these adjustments will be on the basis of the tariff advances, although in many cases the increase will be ten per cent. owing to the fact that there have been increases in freights, etc., during the past few months which up to this time have not been added to the list quotations.

Among the lines in which advances have been general are: all tinware, enamelled ware, copper ware, etc.; tin andterne plates; lanterns; nails; iron and lead pipe; iron and copper rivets; bright, brass and bronze screws; solders; tinner's trimmings; smooth and fence wire, in addition to increases in some commodities mentioned in the paint department. New prices are also to be looked for on wire fencing, poultry netting, staples, etc., and there is a big advance in spelter, which should affect galvanized products if it continues.

In addition to the foregoing, adjustments are under way on builders' hardware and cutlery, and one house reports increases being made on all these lines and in addition: ammunition, anvils, augurs, axes, washboards, chisels, alarm clocks, hammers, wood handles, hangers, hatchets, hinges of all kinds, sad irons, planes, rules, etc.—which may be taken as an indication of what is to become general. Advances are almost immediately imperative, as stocks are not heavy and spring deliveries will pretty well exhaust supplies.

The Metals.—Abnormal conditions continue in the metal markets outside of the influence of the tariff, which of

course had a direct effect on prices. The German attempt at a blockade, rumors regarding the Suez Canal, shipping difficulties, etc., all serve to make the situation very unsettled and the least news which has the indication of forecasting sensational developments creates a state of affairs in the big markets which is little short of a panic. Under the circumstances, the prices are very unsettled, although in the hardware trade the fluctuations are absorbed to a large extent by the importers who, with fairly large stocks on hand and a small supply, have been able to adjust their advances gradually. Spelter is particularly uncertain and has been advanced $1\frac{3}{4}c$ —other prices are unchanged, but very firm.

Tin.—Reports that shipments from England were likely to be interfered with—whether by the German blockade or interference with the Suez route was not revealed—boomed the market in New York and advances of some 3c were made. Here the market held firm at 46c, the price quoted a week ago.

Copper.—Although unchanged at 16c, the price of copper is tending higher as warranted by the American market, but in New York the situation is inclined to be dull on recent advances owing to a lack of foreign business, which in turn is no doubt due to difficulties in making shipments.

Solder.—On the continued high price of tin and advancing spelter, prices of solder are being raised, although the extent of this change depends upon individual stocks. Half and half is now quoted 20c to 22c, "strictly" 23c to 24c, tinkers' bar 25c, wire solder 26c and wiping 22 $\frac{1}{2}c$.

Spelter.—Spelter is at present the feature of the market, with an advance for the week from 9 $\frac{3}{4}c$ to 11 $\frac{1}{4}c$. There have been further advances of $\frac{1}{2}c$ to $\frac{3}{4}c$ during the week in New York, and further increases here are possible. On the present basis spelter is almost out of reach, as a commercial commodity, and if it continues in its present position until stocks are exhausted there may be an increase of 20 per cent. or so in galvanized products.

MONTREAL QUOTATIONS.

Tin	46c
Spelter	\$9.75
Copper	\$16.00
Lead, Trail, cwt.	\$5.00
Lead, Imported, cwt.	\$5.00
Antimony	19c
Solder, $\frac{1}{2} \times \frac{1}{2}$	19 $\frac{1}{2}$ to 22c
Solder "strictly"	22c to 24c
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	\$2.15 base
Cut Nails	\$2.50 base
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp	11c base
Sisal	9 $\frac{1}{2}c$ to 10c
Lath Yarn	8 $\frac{3}{4}c$ to 9 $\frac{1}{4}c$

Other Metals.—The advance of zinc to 13½¢ a week ago is well maintained; lead is very firm and lead products are advancing; aluminum is holding its increase and brass and antimony are both strong.

Bar Iron and Steel.—The market for iron and steel is firm, but demand is light in the hardware trade. Quotations are without change, but advances are being considered on the tariff increases.

Galvanized Sheets.—Advances in galvanized sheets are likely to occur at any time if spelter maintains the advances which have recently been made. Some further increases have already been made.

Tin Plates—"Allway's Best" charcoal tin plates 1 x 14 x 20, base, have advanced from \$5.50 to \$5.75, and I X X, 14 x 20 base, from \$6.25 to \$6.75. There is a further advance of 25¢ in charcoal terne plates.

Iron and Lead Pipe.—The new prices on iron pipe have gone into effect and will be found in the current quotations. These figures are the minimum and an increased scale will probably be announced later for quantities under 100 feet, this having been the case before the change necessitated by the tariff increase. An increase has also been made in lead pipe; the base is 7½¢ net, the discount of 5 per cent. being discontinued. Likewise with lead waste-pipe the price is now 9¢ net, there being no discount.

Bolts and Screws.—Important advances have been made in the prices for screws, and bolts are very firm. The increase on screws is 5 per cent. to 7½ per cent. quotations now being revised as follows:

Wood F H Bright, 85, 10, 7½, 10 per cent.; Wood R H Bright, 80, 10, 7½, 10 per cent.; O H Bright, 80, 10, 7½, 10 per cent. off list; Wood F H Brass, 75, 10, 10; Wood R H Brass, 70, 10, 10; Wood F H Bronze, 70, 10, 10; Wood R H Bronze, 65, 10, 10; Drive screws, 65, 10, 10.

Rivets.—There are general advances also on rivets, both black and tinned.

and also copper. Revised quotations are: Iron rivets, blackened and tinned, 70 and 5 per cent.; copper rivets, usual proportion of burrs, 35 and 5 per cent.; burrs, 15 and 12½ per cent.

Wire Fencing.—Advances on wire fencing in general are in order and warranted by the increase in wire quotations. Some firms have changed their quotations and others are holding to the old figures for the immediate present.

Wire—The base for smooth steel wire has been advanced from \$2.20 to \$2.30, and there have been further advances in those fence wires which did not change a week ago, as follows:

O & A, No. 10\$2.46
O & A, No. 11 2.52
O & A, No. 12 2.60

Poultry Netting.—Quotations as to discount which were withdrawn with the announcement of the tariff changes have not yet been revised but increases are expected to go into effect in the next few days.

Builders' Hardware and Materials.—Advances of about 10 per cent. are going into effect throughout the lists of builders' hardware and materials. Some houses have already revised their figures but others report a delay owing to some intricacies in the announcements from the manufacturers. These advances will apply to both domestic and imported lines.

Advance in Nails—The increase in the cost of wire rods has resulted in increased quotations for nails, the base for wire now being \$2.25 as compared with \$2.15. The cut nails are steady at \$2.50. Advances are to be expected in horse-shoe nails also. Prices for spales and other wire products are being adjusted to a higher basis.

Cutlery Going Up.—Further increases in cutlery prices are to be looked for. The 5 per cent. tariff advance on some lines of English goods has already gone into effect, and an adjustment is expected all along the line.

Lanterns.—There is an all-round advance in the price of lanterns of 25¢ a dozen. The following schedule is now effective:

No. 0 Tubular Hot Blast Comet, plain, per doz., \$5; all Brass, per doz., \$10.25; All Brass nickel plated, per doz., \$15.25; Banner Buggy, \$11; Banner Junior, \$12; Trulite, \$7.25; Wrightlights, \$7.25; Beacon, \$7.25; No. 2 or No. 4, plain cold blast, \$7.25; Short globe pattern, \$7.25; Cold Blast, japanned, \$7.25; Brass, well japanned, \$9.50; All brass, \$24.25; Little Bobs A C, \$2.15.

Kitchen Utensils.—General re-adjustments have been made with regard to prices of kitchen utensils as the result of the tariff advances in raw materials.

The market is now comparatively steady on the new basis with the exception of galvanized ware, where there is much uncertainty owing to the spelter market. At the present price spelter is being neglected by manufacturers for the time being, but should it continue at the existing quotation, an advance of 20 per cent. in prices would be warranted. Following are present quotations:

Cans: Milk cans and pails, 33 1-3 per cent.; creamery cans, 33 1-3 per cent.; railway cans, 40 and 10 per cent.; hand delivery cans, 33 1-3 per cent.; cream cans, 33 1-3 and 10 per cent.; with dome tops, 15¢ extra; retinned, 70 and 10; plain, 70 and 20; milk can trimmings, 17½ per cent.;

Ware—copper and nickel: Copper boilers, kettles, 45 per cent.; copper tea and coffee pots, 45 per cent.; copper pits, 25 and 2½ per cent.; foundry goods and hollow ware, 40 and 5 per cent.

Enameled: White ware, 70, 10, 5 per cent.; Canada, Diamond and Premier, 50 and 7½ per cent.; Pearl, Imperial and Colonial steel, 60 and 7½ per cent.; Star, decorated steel, 20, 10, 5 per cent.; hollow ware, tinned steel, 40 per cent. off; enameled street signs, 50 per cent.

Tin, pieced, discount 33 1-3 per cent. 10-qt. flaring sap buckets, 33 1-3 per cent.; 6, 10 and 14 qt. flaring pails, 33 1-3 per cent.; copper bottom tea kettles and boilers, 33 1-3 per cent.; coal hods, 33 1-3 per cent.; boiler and tea kettle pits, 25, 2½ per cent.

Stamped: Plain, 70 and 20 per cent.; re-tinned, 70 and 10 per cent.; tinnern's trimmings, plain, 70 and 20; re-tinned, 70 and 10 per cent.; tinnern's trimmings, discount 40 and 5 per cent.; plain, 70 and 20 per cent.; re-tinned, 70 and 10 per cent.

Galvanized: Dufferin pattern pails 42½ per cent.; English pattern, 42½ per cent.; galvanized washtubs, 42½ per cent.; other lines, 30 and 10 per cent.

It will be noted that this new schedule makes changes throughout the entire list of metal wares.

TORONTO.

TORONTO, Ont., Feb. 25. — The chief feature of interest is the Hardware Convention which is meeting here this week. The new tariff is also engaging the attention of the trade, as many things have to be taken into consideration before price changes on some lines can be determined. New price lists are being prepared, but a week or two will probably elapse before all changes are made. In the meantime our current market quotations will be corrected as the lists come out. The market is unsettled on account of the necessary adjustment in prices and in some cases

WOOD SCREWS

Advance in Price.

		% off List.
Flat Head, Bright...	85 10	7½ 10
Oval Head, Bright ..	80 10	7½ 10
Round Head, Bright..	80 10	7½ 10
Flat Head, Brass....	75 10	10
Oval Head, Brass...	70 10	10
Round Head, Brass...	70 10	10
Flat Head, Bronze ..	70 10	10
Oval Head, Bronze...	65 10	10
Round Head, Bronze..	65 10	10
F.O.B. Hamilton, Toronto and Montreal, with freight equalized thereon.		

these have been withdrawn until the changes have been decided upon.

Since the last issue of Hardware and Metal there have been a number of price changes on such lines as milk and cream cans, galvanized wares, lead pipe, iron rivets, wood screws, stove bolts, brass and copper wire, smooth steel wire, copper ware, tin ware, enameled and stamped ware, tinnerns' trimmings, ammunition, iron and steel bars, pig iron. These lines have all advanced due to the increase in cost of raw material. A large number of lines are expected to advance, some of these being jute, manila and sisal ropes, binder twine, jute packing, duck, wrapping cotton, poultry netting, bolts and nuts. A further advance in galvanized sheets and all those imported goods which have not been changed at present.

Conditions in the hardware trade are practically the same as last week. There is a fair volume of business passing in seasonable lines, but otherwise conditions are quiet. Business will no doubt pick up as soon as the price adjustments have been completed and with the opening of spring. The building trade is quiet and does not promise much activity for some time, consequently there is not much business being done in builders' hardware and similar lines. The metal markets are quiet but prices are holding firm. The steel trade is dull reflecting general industrial conditions. Iron and steel bars have advanced; pig iron is also higher. Stoves and furnaces are moving out slowly but there is a fair demand for shelf lines.

The Metals.—The local demand for metals is fair, but improving. Prices are firm and unchanged with the exception of tin and spelter, which have advanced 2c and 1c respectively. The primary markets are strong with spelter leading the way at a figure never before reached. Lead, although some is produced in Canada, is being quoted at the American

market basis Antimony is unchanged at 20½c, the market being strong and indications point to higher prices. Aluminum is unchanged at 23½c per pound. The prices on solders given this week have been advanced to cover the 7½ per cent. duty. Apart from this, they are unchanged, although there is a possibility of higher prices on account of the continued strength of the tin market. Prices of all metals are given in panel on this page.

Tin.—The London market has been fluctuating considerable during this week but the New York market is quiet. The tin position is a strong one and prices in the local market have advanced 2c, being now quoted at 45c per pound.

Copper.—The copper market is quiet but firm. The exports from the United States to England are increasing in volume, but the domestic demand is dull. In the local market copper is firm but unchanged at 16½c per pound.

Spelter.—The extraordinary condition in the spelter market continues, and supplies are difficult to obtain locally. Sellers are in complete control of the situation, and prices have reached an abnormal figure. Spelter has advanced 1c and is quoted at 11¾c per pound.

Bar Iron and Steel.—Canadian mills have advanced prices and bars are now being quoted at \$2.05. The steel trade is dull, but the increase in the tariff has instilled a little more confidence into the market.

Pig Iron.—The market is dull and the demand shows no material improvement. Hamilton pig iron has advanced to 19c. Victoria is also quoted at 19c.

Lead Pipe.—There has been a change in lead pipe, the discount having been taken off, and the prices are now net list. There is no change in traps and bends, which remain at 40 per cent. New prices are lead pipe 7½c and waste pipe 9c. net.

Enameled Ware.—There has been an advance in all lines of enameled ware. The new discounts are white ware, 70, 10, 5 per cent.; Canada, Diamond and Premier, 50 and 7½ per cent.; Penal, Imperial and Colonial, 60 and 7½ per cent.

Tinware.—All lines of tin pieced ware have advanced and the new discount is 33 1-3 per cent.

Stamped Ware.—The new discount for plain stamped ware is 70 and 20 per cent., and for re-tinned, 70 and 10 per cent.

Milk Cans.—As was anticipated, milk and cream cans have advanced on account of the tariff and increase in cost of raw materials. The new discounts are as follows: Milk cans, 33 1-3 per cent.; creamery cans, 35 and 10 per cent.; railway cans, 40 and 10 per cent.; hand delivery cans, 33 1-3 and 10 per cent.; cream cans, 35 and 10 per cent.

Copper Ware.—The new discounts are as follows: Boilers, 45 per cent.; tea and coffee pots, 45 and 10 per cent.; pitts, 25 and 2½ per cent.

Tinnerns' Trimmings.—Prices are higher and discounts are 40 and 5 per cent.; plain, 70 and 20 per cent.; re-tinned, 70 and 10 per cent.

Galvanized Ware.—There has been a further change in prices making another advance. The new discounts are as follows: Dufferin and English pails and washtubs, 42½ per cent.; other lines, 30 and 10 per cent.

Wood Screws.—Wood screws have advanced in price. The new list will be found on another page.

Bolts and Nuts.—There has so far been only one change in prices, which is in stove-bolts, the new discount being 82½ per cent. It is anticipated that all other lines will advance.

Wire Nails.—The new base price on wire nails of \$2.20 as reported last week is being held firm and another advance is anticipated. Cut nails are unchanged at \$2.70 base.

Wire.—The new base price on smooth steel wire is \$2.30 with extras remaining as before. Fine steel wire and wire bale ties are unchanged for the present. The new discount on brass and copper wire is 40 per cent. The new discounts on hay wire are No. 13, \$2.60; No. 14, \$2.70, and No. 15, \$2.85.

Iron Rivets.—The new discounts on iron rivets and burrs is 70 and 2½ per cent.

Rope and Twine.—The market is very unsettled on account of the situation as regards raw materials. Raw jute, sisal and Manila have all advanced in price and shipments of the two latter products from Mexico are being interfered with owing to the unsettled political conditions in that country. Owing to the war in Europe, Russian and Italian hemp are practically out of the market. Even apart from the increase in the tariff, the conditions prevailing warrant an advance in prices. It is therefore highly probable that all ropes will advance in the near future. Business is moderate but improving. Stocks are low and it is expected that spring orders will stimulate trade. Prices are given in the current market quotations.

Waste.—Prices of cotton waste have advanced as predicted in Hardware and Metal last week. Wool wastes, however, are unchanged with the exception of one line, which has advanced. The new price list will be found on another page.

Raw Furs.—A fur sale will be held in London on March 22, and it is expected that prices will be lower than usual. Since January prices on raw furs in the local market have declined owing to the poorer quality of furs coming in. This, however, is generally the case, for, with

TORONTO QUOTATIONS.

Tin	45c
Copper	16½c
Lead	5½c
Spelter	11¾c
Antimony	20½c
Aluminum Ingot	23½c
Aluminum Pattern	24½c
Solder, ½ x ½	27c lb.
Wire Solder	30c lb.
Wiping Solder	23c lb.
Tinker's Bar Solder	29c lb.
Wire Nails	\$2.20 base
Cut Nails	\$2.70 base
Poultry Netting	50-10-5%
Pure Manila Rope	14c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9½c base

the exception of muskrat, furs go off in quality as the season advances. There has been a higher catch this season on account of low prices. It is difficult to say at the present time what effect the higher duty will have on furs. It will tend to stiffen prices but other considerations may offset this to some extent.

LONDON.

LONDON, Ont., Feb. 25.—Business here is fair but showing indications of an improvement. Buyers are cautious and going very carefully. As a result of the tariff there have been further advances in prices, the principal lines affected being fence staples and hooks, Paris green, ammunition, wood screws, baseball goods, iron pipe. More advances are expected on such lines as poultry netting, white lead, screen wire, tinware, granite ware and galvanized ware and other lines.

Wire Nails—There has been another advance in wire nails, the new price being \$2.30 base. Cut nails remain at \$2.70 base.

Fence Staples—The new prices on staples are as follows: Bright kegs, \$2.60 per 100 lb.; Bright kegs, 25-lb. boxes, \$2.85; Galvanized kegs, \$3; Galvanized kegs, 25-lb. boxes, \$3.25.

Putty—No change.

Standard, 100 lb. drums\$2.75
Standard, 25 lb. drums 2.85
Pure, 100 lb. drums 3.50
Pure, 25 lb. drums 3.60

Linseed Oil—

	Raw.	Boiled.
	Per gallon.	
1 to 2 bbls. ....	.71	.74
3 to 5 bbls. ....	.70	.73
6 to 9 bbls. ....	.69	.72

Turpentine—

	Per Imp. gallon
1 bbl. lots .....	.68c
2 to 4 bbls. ....	.67c
5 gallon lots .....	.75c

Fence Hooks.—Galvanized fence hooks have advanced. The new price is: kegs, \$3 per 100 lb.; 25-lb. boxes, \$3.25 per 100 lb.

Paris Green—New Price.

	Per lb.
1½ lb. packages .....	.23¾c
1 lb. packages .....	.21¾c
25 lb. drums .....	.19¾c
50 lb. drums .....	.19½c
100 lb. drums .....	.19½c
250 lb. cask .....	.18½c

Ammunition—Some lines of ammunition have advanced 7½ per cent. All other sizes in rim fire, also pistol and sporting in centre fire have advanced 10 per cent.

Wood Screws—The new discounts are as follows:

F H Bright, 85, 10, 7½, 10 per cent.
R H Bright, 80, 10, 7½, 10 per cent.
O H Bright, 80, 10, 7½, 10 per cent.

F H Brass, 75, 10, 10 per cent.

R H Brass, 70, 10, 10 per cent.

O H Brass, 70, 10, 10 per cent.

Baseball Goods, including gloves, mitts, balls and masks, etc., have advanced 5 per cent.

Glass and Paints—Glass quotations remain unchanged and white lead remains at the advance prices quoted last week.

Iron Pipe—There has been an advance in butt-weld iron pipe. The new price is as follows:

	Black.	Galv.
¼ in.	\$2.16	\$3.06
⅜ in.	2.16	3.06
½ in.	2.64	3.57
¾ in.	2.99	4.26
1 in.	4.42	6.29
1¼ in.	5.98	8.51
1½ in.	7.15	10.18
2 in.	9.62	13.69
2½ in.	15.21	21.65
3 in.	19.89	28.31
3½ in.	23.92	34.04
4 in.	28.34	40.33

WINNIPEG.

WINNIPEG, Feb. 25.—The wholesale change in prices has come.

Although the tariff had made some advances necessary a week ago, it was then evident that a much wider range of price changes were to be looked for. And now it is quite likely that still further rises may be expected. Some lines, which have already moved up, will probably go higher—other lines, as yet unaffected, will be put on a new and more costly basis. Already, however, the changes have been very widespread.

Files and Hinges Up.

Files have advanced somewhat, though the changes are not definite here as yet. Hinges have also moved upwards, corrugated strap in bulk being up generally from 10c to 30c, according to sizes. Corrugated T in bulk are up about the same amount. It is, of course, the tariff which makes these changes necessary.

Add 25c to Lantern Prices.

Lanterns also are on a new basis, 25c per dozen higher than the old figures. While the lanterns are in some cases manufactured in Canada, it must be remembered that the duty is on the raw material as well as on finished products, and for this reason the advance has been necessary.

Anvils Up Again.

Anvils, reported on a new and higher basis three weeks ago, have now moved up again, because of the 5 per cent. preferred duty. Peter Wright, 80 lbs. and up, are now quoted at 13c per lb., and clip horn at 14c.

And Barb Wire Also.

In barbed wire, because of the 7½ per cent. duty on goods coming into the country from the States, and because of

the duty on raw material going to the Canadian manufacturers, there is an advance of roughly 15c per spool on the various makes and sizes. Full details of these changes are given in the Winnipeg hardware quotations.

Iron Pipe's New Level.

Galvanized iron is 25c up on all gauges. This also is a tariff change, although iron is, of course, strong aside from this. Iron pipe and galvanized pipe are both up about 5 per cent.—the new figures being:

Black, ¼-in.	\$2.65
" ⅜-in.	2.75
" ½-in.	3.35
" ¾-in.	3.95
" 1-in.	5.80
Galvanized, ¼-in.	3.70
" ⅜-in.	3.80
" ½-in.	4.40
" ¾-in.	5.25
" 1-in.	7.70

Rivets 1c Up.

Rivets and burrs are other lines which have advanced. In the case of both, this advance is roughly 1c per pound.

Zinc to Go Yet Higher.

Following its recent advance, sheet zinc now takes the tariff rise, which makes the figures, cask lots 13¼c. It would seem that still further rises here may be looked for.

(Continued on page 37.)

WINNIPEG QUOTATIONS.

Anvils:

Peter Wright . . . 13c per lb.

Clip Horn14c per lb.

Solder27c-28c lb.

Linseed Oil, raw79c gal.

Linseed Oil, boiled82c gal.

Poultry Netting50% off

Turpentine75c

Wood Alcohol:

Single gals. \$1.20

Five gals. \$1.15

Galvanized Iron, 28 English

Apollo:

Fleur de Lis \$5.00

Queen's Head 5.35

Corrugated Sheets, 28-gauge

galvanized \$3.45

Glass, First Break \$5.25

Sheet Zinc:

Cask lots 13¼c

Small lots 13½c

Blue Stone, per lb. 6c

Hinges:

Corrugated Strap 4, 90c

Corrugated T. 4 \$1.10

Lanterns all up 25c

Iron Pipe:

Galvanized, ¼-inch \$3.70

Black \$2.65

White Lead:

Pure, ton lots \$9.45 less \$9.75.

Barb Wire per Spool:

Lyman 4 point, Ft. William \$2.05

Winnipeg \$2.40

The
HOHLFELD
MANUFACTURING CO.

— PHILADELPHIA, PA. —

Largest Makers
of High-Class

**HAMMOCKS
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COUCHES**

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Hohlfeld Hammocks outsell others, because of their exceptional classy color combinations and designs, and they are made for strength, durability and highest satisfaction.

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will give you a neat, convenient place to keep your wire cloth; where it is out of the way, yet easy to see and easy to get at.

IT DOES AWAY WITH AWKWARDNESS IN UNROLLING, SAVES MUCH TIME, DIS-

PLAYS THE STOCK INSTANTLY IN A VERY ATTRACTIVE AND EFFECTIVE MANNER.

Let us put you in touch with some users—they'll tell you how valuable this system of wire cloth display really is.

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R. M. BOWSER & SON, Renfrew, Pa.



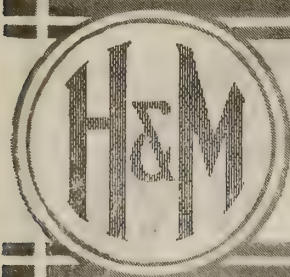
**What
This
Trade-Mark
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It means satisfaction for your customers and profit for yourself. For every package bearing this mark is backed by the skill and knowledge resulting from 57 years of most successful varnish making.

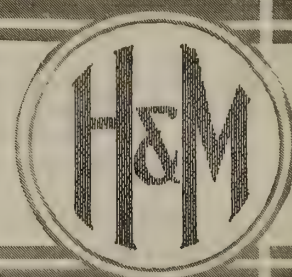
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BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858
Walkerville, Ont.



Weekly Paint Markets



MONTREAL.

MONTREAL, Feb. 25.—The situation of uncertainty created by the Budget announcement from Ottawa has cleared to a considerable extent during the week and the trade has returned to a comparatively steady basis. The changes which have been made have not been many, the advances in lead, turpentine and Paris green announced a week ago have been followed by a rise in gasoline, traceable to the same source, but for the most part the trade has absorbed the changes. Further advances may be expected from time to time on imported lines, where there is not only the tariff advance but increased transportation charges and higher first costs to be considered, but these will come generally with the exhaustion of supplies and may, therefore, be irregular. So far as a general advance in paints is concerned that is deferred for the time being. Makers were prepared for the spring trade and in view of the probable tariff advances no doubt stocked up, but, as stated last week, there is nothing in the situation to indicate any advantage in deferred buying but rather to the contrary, as there is every logical reason to look for a readjustment of paint lines for the next trade campaign.

There has been brisker trade following the Budget news. In the first place there was covering on lead before the advance and this was followed by free orders from country districts, although the extent to which this was influenced by the tariff advance is hard to define as this is a good buying season under usual conditions and especially so with such mild weather as has prevailed — indicating an early opening of navigation.

Linseed Oil—The oil market faces conditions of uncertainty and in relation to that uncertainty remains firm at the prices which have been prevailing, with crushers still charging 68½¢ and 71¢ as a basis. However, in the trade the spread continues. The situation appears to be that some dealers were stocked with cheap oil and have further deliveries due with the result that they are willing to take close profits, particularly as the consumption has been below the normal. Thus, while 68¢ and 71¢

is the basis with several firms, 70¢ and 73¢ is heard just as often and in one quarter the quotation is held to 72¢ and 75¢, although it is doubtful if there is any volume of business being done on this basis.

	Raw.	Boiled.
1 to 2 bbls.	68c 72c	71c 75c
3 to 5 bbls.	67c 71c	70c 74c
6 to 9 bbls.	66c 70c	69c 73c
10 bbls. and over..	65c 69c	68c 72c
5-gal. lots	70c 74c	73c 77c
5-gal. cans 50c each; 10-gal. cans	75c each.	

Gasoline and Benzine—The tariff change has had the effect of advancing the price of gasoline 1¢ a gal. Whether further changes will be made remains to be seen. The figures on benzine and oil are said to be having attention but with regard to all these commodities there is usually no hint of what is transpiring until the announcement is made. Prices now are: In drums, 16¢ gal.; tank wagon, less 100 gal., 15½¢; 100-gal. lots and over, 14½¢ gal. Benzine, in wood, 18½¢; in steel, 15¢. Canadian oil 13½¢; American oil 17¢.

Turpentine—The situation with regard to turpentine is largely the same as linseed oil; slack demand has put some dealers in the position of having stocks on hand which they are anxious to move. On the head of an advance from 63½¢ to 66½¢ a week ago, refiners announce a further increase to 67½¢, and yet in the face of these costs purchases can be made at 66¢, with a price range up to 70¢. Prices:

	Per gal.
½-bbl. lots	69-73c
1-bbl. lots	66-70c
2 to 4-bbl. lots	65-69c
5 to 10-bbl. lots	64-68c

Glass—The expected adjustment in glass prices has not yet been effected. The matter is expected to be settled at a meeting of dealers to be held this week. With the tariff having a direct effect on the cost an increase appears to be almost a certainty.

Putty—Stocks of whiting on hand and light demand are keeping the putty prices on the same level. At present costs there is an advance warranted. The question seems to be as to whether conditions are opportune.

White Lead—The advance in the prices of lead stopped the flurry in buying, following the tariff announcement. Prices are steady on the advance at \$8.70 for ton lots and \$9.00 for less. Red lead prices have not changed with the tariff, but are likely to be readjusted shortly. Zinc in oil is very firm and supplies are rather short.

TORONTO.

Toronto, Feb. 25.—There have been no further changes in prices this week, with the exception of the English glue, but an advance in some lines is under consideration. It will, of course, take time to review the situation before any action is taken as regards some lines. There is no disposition at present to advance mixed paints, as business is comparatively quiet, and it is considered advisable to wait until the greater part of the spring orders are booked. The increased cost of raw materials, however, may eventually lead to advanced prices. There is no change in glass this week, but it is expected that prices will be advanced very soon. Putty is unchanged, but here again an advance is expected, as both whiting and oil are high. Linseed oil and turpentine are unchanged, but firm. Coal oil, gasoline and benzine are unchanged. Collections are slow.

Linseed Oil—There has been no change in the price of oil this week, but if there was a better demand the price would no doubt advance, as oil is considered to be cheap considering the strength of the flaxseed market. Some dealers are asking 73¢ and 75½¢ a gallon for oil, which indicates that the price given below may not remain in force very long. The following prices are being quoted in Toronto:

	Raw.	Boiled.
Single bbls.	71	74
3 to 5 bbls.	70	73
6 to 9 bbls.	69	72

Turpentine—The demand for turpentine is light, and the market is steady at Savannah. It is anticipated that turpentine will be moving more freely in the near future, in which case the price would advance. The tariff appears to have disturbed the market, as in some

(Continued on page 37.)

It Looms Large on THE Paint Horizon

The letters 'B' and 'H' are rendered in a very large, bold, black, sans-serif font. They are positioned side-by-side with a small horizontal line between them, forming the initials 'B-H'. The letters have a slightly textured appearance, possibly representing the paint being advertised.

“ENGLISH” PAINT

The **B**iggest **H**elp to **B**righten **H**omes and to **B**uild **H**ouse
Paint Trade.

Enter into the heritage of our Advertising by selling them.

BRANDRAM-HENDERSON LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 50; 22 short smokeless, 55 and 5; 22 long rifle, black and smokeless, 40 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 20 and 2½; Center Fire Sporting and Military Cartridges, 10%; Primers, 10 and 2½; Brass Shot Shells 45 and 12½; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 30 days net.

Shot standard, 100 lbs., \$15.45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's 19 00 19 00

ANVILS.

Buckworth, per lb. 0 10½

AUGERS.

Ford's auger bits, 30 and 10 p.c. Irwin's auger, 45 p.c. Gilmour's auger 70 p.c. Rockford's auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.

No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooners' Copperine, Tough, Hard, Finest, No. 1 and 2, Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE.

Montreal Toronto
Single bbls., gal. 0 18½
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 52½ and 12½%. Machine Bolts, ¾ in. dia. and smaller, 70 and 5%. Machine Bolts, 7-16 in. dia. and larger, 60 and 5%. Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%. Coach and Lag Screws, 75 and 5%. Skeln Bolts, 75%. Square Head Blank Bolts, 60%. Bolt Ends, 60 and 5%. Plow Bolts, 55, 10 and 5%. Elevator Bolts, 60 and 5%. Fancy Head Bolts, 50 and 5%. Shaft Bolts (\$3) list, 50 and 10%. Step Bolts, large head (\$3) list, 50 and 5%. Whiffletree Bolts, 50 and 5%. Nuts, Square, 4¼c off list. Nuts, Hexagon, 4¼c off list. Stove Bolts, per lb., 5½ to 6c. Stove Bolts, 82½%. Tire Bolts, 75%.

BRASS.

Per lb
Springs, sheets, up to 20 gauge 0 25
Rods, base ¼ to 1 in. round 0 22
Tubing, seamless base 0 24
Tubing, iron pipe size, 1 in. base 0 24
Copper tubing, 4c extra.

BUTTS.

Plated, hower barff and nickel, No. 241, 45%. Wrought brass, 45% off revised list. Cast iron loose pin, 60%. Wrought steel fast joint and loose pin, 70 and 5%. Crescent brands, 70%.

BARBS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash).

Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass) 3 75
Western King (Enamel) ... 3 50
Reaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 33 1-3%. Creamery cans, 33 1-3%. Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Rerinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketed.

1 gal. jacketed, per doz. .. 2 70
2 gal. jacketed, per doz. .. 3 60
3 gal. jacketed, per doz. .. 4 20
5 gal. jacketed, per doz. .. 4 80
10 gal. jacketed, per doz. .. 8 40

CEMENT AND FIREBRICK.

Less than carload lots .. 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English, 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English, 17 00 21 00
Fire Brick, Am., low, 23 00 25 00

Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.) .. 0 17
Cement (in 5 and 10 gals.) .. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80

Carpenters lead pencils, per gross ... 2 40 6 75

Crayons, per gross.. 0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. 2 50

CHAIN.

Proof coil, per 100 lbs. ¼, \$8; 5-16, \$5.35; ¾, \$4.60; 7-16, \$4.30; 1, \$4.05; 9-16, \$4.05; ¾, \$3.90; ¾, \$3.85; ¾, \$3.65; 1, \$3.45.

Electric Weld Coil Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; 1 in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 40 per cent.; f.o.b. Ottawa, Kingston, and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combin'n Cleaner 6 50
Cadillac Electric, Model C, 18 00
Cadillac Electric, Model D 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case .. 6 75

COPPER.

Montreal Toronto
Casting ingot \$16 50 \$16 50
Bars, ½ to 2 in. 23 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 21 00 29 50
Copper sheet, tinned, 14x60, 14 oz. 23 50 30 50
Copper sheet, planished, 14 x 60 base 29 00 37 50
Braziers' in sheets, 6 x 4 base 24 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 25½
No. 7, lb. 0 24½
No. 8, No. 9, No. 10, No. 12 0 24

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 90 3 00
All bright, 52 sheets.. 4 10 4 00

Galvanized.

Apollo Crown Gorbals
18x24 4.70 4.85
60 4.95 4.95 5.10
20x28 9.15 9.15 9.45
20x28 9.65 9.65 9.95

M.L.S. and Famous—

Per box
I C, 14x20 base \$7 00
I X, 14x20 base 8 00
I X X, 14x20 base 9 25
I X X X, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 25
I X, 14x20 base 6 25
I X X, 14x20 base 7 25
I X X X, 14x20 base 9 75

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 75
I X, 14x20 base 5 75
I X X, 14x20 base 6 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 8 75

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES.

7½c per lb

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 82
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

D

DRILLS.

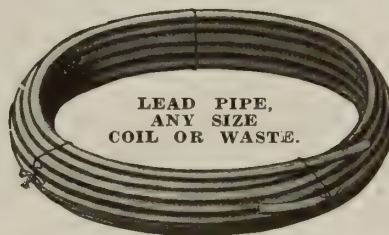
Bit Stock Drills, 60 and 5 p.c. Wood Drills, 35 p.c. Straight Shank Drills, 50 and 10 per cent.

MADE IN CANADA

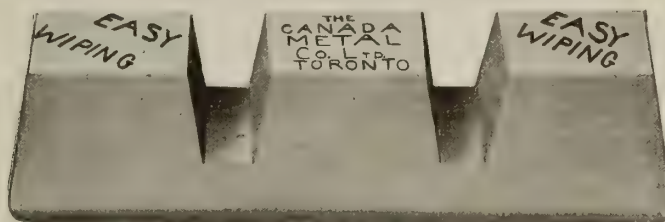


Harris Heavy Pressure
The Babbitt Metal
"WITHOUT A FAULT"

WRITE FOR CATALOGUE "A"
MAILED FREE.



STRICTLY SOLDER IS A FAVORITE.



EASY WIPING SOLDER.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

No Lucky Stars

Behind

**Jamieson's Pure Prepared Paints
and Varnishes**

THEY WIN MORE SALES BY MERIT RESULTING FROM
PURE INGREDIENTS AND LONG EXPERIENCE.

Customers find 100% VALUE IN EVERY CAN OF
JAMIESON'S PAINT, a value that they go after time and again.

Let us put our Agency proposition before you now. You are
under no obligation whatever if you do not accept it. WRITE!

R. C. JAMIESON & COMPANY, LIMITED
MONTREAL ESTABLISHED 1858 VANCOUVER

Owning and Operating P. D. DODS & CO., LIMITED

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double		Standard	
29 in.		Single	
7 oz. ... 0 17½	6 oz. ... 0 11½		
8 oz. ... 0 19½	7 oz. ... 0 13		
9 oz. ... 0 22	8 oz. ... 0 14½		
10 oz. ... 0 24½	9 oz. ... 0 16½		
12 oz. ... 0 29½	10 oz. ... 0 18		
15 oz. ... 0 36½	12 oz. ... 0 21½		
	15 oz. ... 0 29		

Standard, Single Filled, 36-inch.
7 oz. ... 0 17 10 oz. ... 0 23½
8 oz. ... 0 19 12 oz. ... 0 28½

F**FILES AND RASPS.** Per cent.

Disston's ... 75
Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 66 2-3
Delta Files ... 65
Nicholson ... 66½
Jowett's (English list) ... 27½
Spear & Jackson (Eng. list) ... 85
Globe ... 75
Hellers ... 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77½; malleable lipped unions, 85; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.

Hollow ... 0 81
Solid ... 1 35

G**GALVANIZED WIRE.**

Duffin pattern pails, 42½%
English pattern, 42½%
Galvanized washtubs, 42½%
Other lines, 30 and 10%.

GASOLINE. Montreal.

Single bbls., per bb ... 18½
Three bbls. and over ... 18

Any quantity, in bbls. ... 18
Drums 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, ¾-in., per gross 8 00
Jute Rope, ½-in., per gross 10 50
Jute Rope, ¾-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, 1½-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL)

¾-in., \$9.00; 7-16 in., \$10.20; ¼-in., \$11.40; 9-16 in., \$13.20; ½-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5 lbs. and over ... 0 06
Napping, up to 2 lbs. ... 0 09

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.

No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021

B.D. Trolley, doz. pr. ... \$7 50

R.W. No. 117 P.D. Hanger, full set ... 2 75

R.W. No. 321, per doz. pr. 14 40

Stearns wood track. Special. 9 00

zenith ... \$5 25

Atlas, steel covered ... 6 60

Perfect, No. 1 ... 8 50

Perfect, No. 1½ ... 9 50

Perfect, No. 2 ... 10 00

New Milo, flexible ... 6 00

Double strap hang-ers, doz. sets ... 6 50

Standard, jointed hangers, doz. sets ... 6 45

Steel King hangers, doz. sets ... 6 40

Storm King and safety hangers ... 5 75

Storm King rail ... 4 25

Crown ... 4 85

Crescent ... 7 25

Sovereign ... 6 50

Chicago Friction. Oscillating and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in. (100 ft.) ... \$3 25

Steel track, 1¼ in. ... 4 75

HATCHETS. Samson Samson

per doz. Shingle Claw

No. 1 ... 13 13 15 10

No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13

Trimmed, green and partly cured ... 0 12 0 13½

Usual 2 lbs. tare.

Horsehide, with mane and tail, up to ... 3 75

Sheep skins, up to ... 1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES. Strap. Tee.

4 in., doz. prs. ... \$1 03 \$0 87

5 in., doz. prs. ... 1 25 1 00

6 in., doz. prs. ... 1 35 1 03

8 in., doz. prs. ... 1 84 1 38

10 in., doz. prs. ... 3 24 2 27

12 in., doz. prs. ... 4 03 3 73

14 in., doz. prs. ... 4 59 4 00

Heavy tee and strap discount, 40-10 per cent.

Light tee and strap discount, 70 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. ... 5 00

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, ¾ in., per lb. ... 5½

Extra hooks for above, ¾ in., per lb. ... 5½

Crate hinges and back flaps. 65 and 5 per cent.

Chest hinges and hinge hasps. 65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5, \$18.00; No. 10, \$19.50; No. 20, \$8.50; No. 50, \$24; No. 51, \$9.60; No. 120, \$17.40; offset No. 192, \$16.80.

Chicago hold back screen door iron, gross, \$12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000). 45 per cent.

Garden City fire house hinges. 12½ per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3¼-lb., \$4 doz.

HOOKS, GRASS. English

No. 2, per doz. Canadian Fox ... 1 60 2 50

No. 3, per doz. ... 1 70 2 90

No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80

Cyclone, doz. ... 2 40

Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, \$3.90;

No. 1 and smaller, \$4.15; snow pattern, No. 2 and larger, \$4.15;

No. 1 and smaller, \$4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, \$4.35; No. 1 and smaller, \$4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, \$5.75; special countersunk steel, all sizes, 0-4, \$6.25; toe weight steel shoes, all sizes, No. 1 to 4, \$6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co.,

"Blunt" No. 1 and smaller, \$1.50;

No. 2 and larger, \$1.25; "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HOSE, LAWN.

Competition70 10 p.c.

Corrugated, 1½ in., ft. ... 0 11

Corrugated, ¾ in., ft. ... 0 14½

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto

Angles ... base 2 50 2 50

Common bar, per 100 lbs. ... 2 00 2 00

Forged iron, per 100 lbs. ... 2 30 2 35

Refined iron, per 100 lbs. ... 2 30 2 40

Horseshoe iron, per 100 lbs. ... 2 40 2 40

Mild steel ... 2 15 2 00

Sleigh shoe steel ... 2 15 2 25

Domestic ... 2 30 2 00

Reeled machinery steel ... 2 75 3 00

Tire steel ... 2 25 2 20

Sheet cast steel ... 0 15 0 15

Toe calk steel ... 2 75 3 15

Mining cast steel ... 0 07½ 0 07½

High speed ... 0 65 0 65

Camell Laird ... 0 15

Black Diamond tool steel ... 0 08 0 08½

Silver tool steel ... 0 13½ 0 13½

Cold Rolled Shafting.

9-16 to 11-16 inch ... 0 06

¾ to 1-7-16 in. ... 0 05½

1-7-16 to 3 inch ... 0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case lots ... \$ 9 25

Less than case, 25c per 100 lbs.

72x30 up to 26 gauge, case lots ... 9 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished, per set ... 0 78

Mrs. Potts, No. 50, nickel-plated, per set ... 0 85

Mrs. Potts, handles, japan- ned, per gross ... 9 00

Sad irons, common, plain ... 5 00

Sad irons, common, plated ... 5 50

Asbestos, No. 70, per set ... 1 50

Asbestos, No. 90, per set ... 1 20

Princess Electric, each ... 3 00

Ideal Electric, each ... 2 85

Gasoline Sad Iron, each ... 3 50

Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock ... 12c ft.

Ontario ... 16c ft.

Faultless ... 20c ft.

Extra Heavy ... 28c ft.

Hercules ... 23c ft.

Decorator ... 18c and 20c ft.

Perfect ... 22c ft.

Chair Ladders, each ... \$2 00

(Roped Extension).

20 ft. ... \$3 00 42 ft. ... \$ 7 95

22 ft. ... 3 30 44 ft. ... 8 36

24 ft. ... 3 60 46 ft. ... 8 74

26 ft. ... 3 90 48 ft. ... 9 12

28 ft. ... 4 20 50 ft. ... 9 50

30 ft. ... 4 50 52 ft. ... 11 44

32 ft. ... 4 80 54 ft. ... 11 88

34 ft. ... 5 78 56 ft. ... 12 32

36 ft. ... 6 12 58 ft. ... 12 76

38 ft. ... 6 46 60 ft. ... 13 20

40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60

22 " ... 2 86

24 " ... 3 12

26 " ... 3 38

28 " ... 3 64

30 " ... 3 90

32 " ... 4 16

34 " ... 5 10

36 " ... 5 40

38 " ... 5 70

40 " ... 6 00

44 " ... 7 48

(Common Single).

Fruit picking ladders, long

nose, same price as common

22 ft., each ... 2 64

16 ft., each ... 1 76

14 ft., each ... 1 54

12 ft., each ... 1 20

single ladders; sort nose, 1c per

18 ft., each ... 1 96

20 ft., each ... 2 40

foot additional.

8 ft., each ... \$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Coment, plain, per doz., \$5; all brass, per doz., \$10.25; all brass, nickel-plated, per doz., \$15.25.

Banner Buggy ... 11 00

Banner Junior ... 12 00

Trulite ... 7 25

Wrightlights ... 7 25

Beacon ... 7 25

No. 2 or 4, plain cold blast ... 7 25

Short globe, pattern ... 7 25

Cold blast, japanned ... 7 25

Brass, well japanned ... 9 50

All brass ... 24 25

Little Bobs A.C., doz. ... 2 15

LANTERN GLOBES.

Cold blast, short ruby ... 1 75

"Bigger Dividends Than Any Other Varnishes"



F. E. BALDWIN, Proprietor

The Baldwin Paint and Supply Company

Glass, Oils, Brushes, Varnishes, Paint and Paint Specialties

Succesor to
Johnson-Woodbridge Co. No. 2

218 Massachusetts Ave.
(NEW PHONE 1008)

Indianapolis, Ind. December 21, 1914.

Pratt & Lambert, Inc.,
Buffalo, N. Y.

Gentlemen:

In selling your line of varnishes, etc., we have been so very successful that we feel like writing you about our experience as represented by facts.

We are giving your varnish line liberal representation in our store for the reason that we feel it pays bigger dividends in return for the effort we put back of it than any other varnishes offered on the market.

Our sales on Pratt and Lambert varnishes have shown a steady increase from year to year, far above - we believe - what we could hope to show on any other line of varnishes.

We attribute this steady growth in our sales to your comprehensive advertising to the general consuming public in the leading magazines, to the painters throughout the country with your house organ "Varnish Talks", together with the very effective direct work with the architects, home builders, etc., that you are doing.

The fact that Pratt and Lambert's line of varnishes, etc., is so well and favorably known makes it - we believe - the most profitable line of varnish for us to push the sale of.

Very truly yours,

THE BALDWIN PAINT & SUPPLY CO.

By *F. E. Baldwin*

"Everything Right"

HERE'S a man who has a mighty successful varnish department. He's an experienced paint and varnish man. When he says that Pratt & Lambert Varnishes pay bigger dividends than other Varnishes, *it goes!* Read what he says, then profit by it, by writing for

**Complete Pratt & Lambert
Dealers' Proposition**

Pratt & Lambert-Inc.
24 Courtwright Street
Bridgeburg, Ont.

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory.	1 95
Lignum Vitae, round, 6 in. 2 40	
Caulking, No. 8, oak.....	15 00

MANGLES.	
Victor, each	\$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6.....	1 00
Size glass, 5 x 7.....	1 25
Size glass, 6 x 9.....	1 60
Size glass, 7 x 9.....	1 75
Size glass, 8 x 10.....	2 00
Size glass, 9 x 12.....	2 60
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75

MOPS.	
Mops, O-Cedar, doz.....	\$12 00
S. W. Mops, doz.....	3 25
New Wizard, small, doz...	8 00
New Wizard, large.....	10 00
Mop sticks, doz.....	1 10
Cast head mops, doz.....	1 30
Crescent, doz.....	1 50
Crank wringing, doz.....	4 75

Extra Cloths.	
Challenge, doz.....	2 10
Woven, cloths, doz.....	1 35

NAILS.	
Standard steel wire nails,	
Toronto, \$2.20 base; Montreal,	
\$2.25 base; London, \$2.05 base,	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75%.	
Coopers' nails, 33 1-3%.	
Pressed spikes, ¾ diameter,	
per 100 lbs., \$3 base.	

NAILS (HORSE SHOE).	Per box
Capewell.	
No. 4, in 25-lb. box.....	\$3 75
No. 5, in 25-lb. box.....	3 75
No. 6, in 25-lb. box.....	3 50
No. 7, in 25-lb. box.....	3 25
No. 8, in 25-lb. box.....	3 25
No. 9, 10, 11 and 12, in 25-	
lb. box	3 00
Less 10 and 5 per cent. off.	

NAILS (HORSE).	
M.R.M. cold forged process	
list, 10th January, 1912.	

Size.	Length.	Prices per 25-lb. box.
No. 3, 1½-in.		\$4 10
No. 4, 1¾-in.		3 75
No. 5, 1 5-16		3 50
No. 6, 2½		3 10
No. 7, 2 5-16		2 90
No. 8, 2¼		2 75
No. 9, 2 11-16		2 60
No. 10, 2½		2 50
No. 11, 3 1-16		2 45
No. 12, 3¼		2 45

NETTING, POULTRY.	
NET PRICES ON SMALL SIZES POULTRY NETTING.	

½ in. x 22 ga. x 12-in., roll.	\$3 00
½ in. x 22 ga. x 18-in., roll.	4 30
½ in. x 22 ga. x 24-in., roll.	5 65
½ in. x 22 ga. x 30-in., roll.	6 90
½ in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 00
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10

Poultry netting staples, 60%.

OAKUM.	Per 100 lbs.
Best (American)	9 50
U.S. Navy (American)...	9 00
New hemp (English)...	7 00
U.S. Navy (English)...	6 50
Navy (English)	6 00
Best Navy	5 00
Plumbers (spun) ...	4 00 4 00

OIL.	
Can. prime white petrol	0 13½
Royalite	0 17 0 14
Palatine	0 21½ 0 16½
Castor Oil, per lb. ...	0 08¼ 0 08½
Black oil (Summer) ...	0 12½ 0 12
Black oil (Winter) ...	0 14½ 0 14
Cylinder Green	0 35 0 35
Paraffine	0 22 0 20
XXX Machine	0 25½ 0 21

OLD MATERIALS.	
F.o.b. Toronto.	
Tea lead, pack, 2½ lb.	
Tea lead, chest, 3c lb.	
Lead (heavy pipe, etc.), 3¼c.	

Brass, heavy, 7¼c lb.	
Brass, light, 5¼c lb.	
Zinc, heavy, 4c lb.	
Copper, heavy, 10c lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Mach. compos., No. 1, 9c lb.	
Compos. turnings, No. 1, 8¼c lb.	
Rubbers, such as old rubber, boots and shoes, according to trim, 5¼c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.	

PACKING (JUTE).	Per Coll Lots.
Fine jute, lb.	0 08½
Beaver, lb.	0 07½
Coarse sewer, lb.	0 06½

PAPER, ETC.	
O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	

Plain Fibre, No. 1.....	0 50
Plain Fibre, No. 2.....	0 32
Tarred Fibre, No. 1.....	0 62
Tarred Fibre, No. 2.....	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
Per 100 lbs.	

Oiled waterproof building paper, 600 sq. ft. roll.	1 05
400 sq. ft. roll.	0 35
O.K. Brand corded sheathing	0 40
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
Per 100 lbs.	

Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll.	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, hbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz	2 10

PICKS (CLAY).	
5 to 6 lbs. doz.	3 75
7 lbs., doz.	4 00
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00

PINS, COTTER.	
Cotter pins, 90 p.c. discount.	

PINS, CLOTHES.	Per case
Selected full count.	
5 gross, 4-in. (loose)	\$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIN (ESCUTCHEON).	
Steel, discount, 50 per cent.	
Brass, 50 per cent.	

PIPE, STANDARD WROUGHT.	
Buttweld.	

Size	Black Galvanized	Per 100 feet.
¾" and ¾"	\$ 2 16	\$ 3 06
1"	2 64	3 57
1½"	2 99	4 26
2"	4 42	6 29
2½"	5 98	8 51
3"	7 15	10 18
3½"	9 62	13 69
4"	15 21	21 65
4½"	19 89	28 31
5"	23 92	34 04
5½"	28 34	40 33
6"		

Lapweld.	
2"	\$ 11 10 \$ 15 17
2½"	15 80 22 23
3"	20 66 29 07
3½"	24 84 34 96
4"	29 43 41 42
4½"	35 56 48 26
5"	41 44 56 24
6"	53 76 72 96

7"	76 16	102 34
8"x25 lbs. per ft.	80 00	107 50
8"x28 lbs. per ft.	92 16	123 84
9"	110 40	148 35
10"x32 lbs. p. ft.	102 40	137 60
10"x40 lbs., p. ft.	131 84	177 16
12"	175 00	

PIPE (LEAD).	
Lead pipe, 7½c.	
Lead waste pipe, 9c.	
Traps and bends, 40% off.	

PIPE (SOIL).	
Medium and extra heavy pipe up to 6-inch, 65% and 10 off.	
7 and 8-in., 45% off.	

PIPE (CONDUCTOR).	
2 inch, in 10-ft. lengths....	3 45
3 inch, in 10-ft. lengths....	4 20
4 inch, in 10-ft. lengths....	5 53
5 inch, in 10-ft. lengths....	7 60
6 inch, in 10-ft. lengths....	9 25

PITCH.	
Pine, per bbl.	4 50

PLANES.	
Wood bench, Can., 15 per cent	
Wood, fancy, 30 to 35 per cent.	
Prices, Pliers and Nippers.	
Button's, genuine, 37½ to 40 per cent.	

PLATES (BOILER).	Montreal Toronto
Plates, 1¼ to ½ inch, per 100 lbs.	2 40 2 25
Heads, per 100 lbs.	2 65 2 45
Tank plates, 3-16 inch	2 70 2 45

PLUGS (METAL).	
Painted wall plugs, per 1,000	\$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH.	Doz.
O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 90
O-Cedar, ½-gal. cans	16 60
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-ozs.	2 00
Liquid veneer, 12-ozs.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 60
Axoline brass cleaner, 100 in pkg.	6 50

RAZORS.	Per doz.
Boker's King Cutter	14 50
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	17 50
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.	
Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURS.	
Iron rivets, blacked and tinned, 70 and 5%.	
Iron burs, 70 and 2½%.	
Copper rivets, usual proportion of burs, 35 and 5%; burs, 15 5%.	

Extras on Coppered Rivets, ¼-lb. packages, 1c per lb.; ¼-lb. pkgs., 2c lb.	
Coppered Rivets, net extras, 2½c per lb.	

ROOFING.	
Tarred felt (7 oz.)	\$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16

Per roll	
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Amatite roofing, per sq.	2 70
Ready 2 ply, Shield, per roll	0 75
Ready 3 ply, Shield, per roll	0 95
Tarred 210 roofing felt.	
Tarred roofing felt, cwt....	2 10
Compo certaineed, 1 ply....	1 40
Compo certaineed, 2 ply....	1 75
Compo certaineed, 3 ply....	2 10

ROPE.	Lb.
Pure Manila basis	14
British Manila basis	11
African hemp basis	11
Sisal basis	9½
Double lath yarn basis....	9½

Single lath yarn basis	8½
Russian deep sea line basis	23
Russian tarred ratline basis	19
Russian tarred bolt rope basis	21
Jute rope basis	11
Italian rope basis	24

Basis (¾" dia. and larger).	
Cotton rope, 3-16 and larger	0 1

Sisal Clothes Line.	
3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 60
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 05
3 ply, 100 ft.	1 50
6 ply, 40 ft.	0 95
6 ply, 48 ft.	1 15
6 ply, 60 ft.	1 45
6 ply, 72 ft.	1 45
6 ply, 100 ft.	2 40

RULES, BOXWOOD.	Per doz
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No. 1375—2 ft.(51)...	1 80
No. 1101—2 ft.(52)...	3 96
1167—2 ft.(7)...	3 60
No. 1106—2 ft.(53½)...	4 10
No. 1375—3 ft.(66½)...	2 50
No. 1112—3 ft., hf. bound.	6 00
No. 1190—With level	8 85
No. 1493—Brass blacks'hs	1 70
No. 1494—Brass blacks'hs	2 20

SAWS.	
Atkins Hand and Crescent, 25 p.c.	
Disston's Hand, net prices, new list.	
Simonds' Hand, 15 per cent.	
Shurly & Dietrich, 35 per cent.	
Spear & Jackson, 40 per cent.	

SCALES.	
Imperial standard	30%
Champion Even Balance	45%
Champion Union	50%
Champion Platform	45%
Gurney Standard	30%
Union Scale	50%
Even Balance	50%
Fairbanks Standard Scales...	30%
Crown Even Balance	45%
Richelle Union Scale	50%
Dominion Platform Scales...	45%

Net prices on Champion scales are as follows:

Champion, 4-lb., \$2.75, plus 30% for stamping; Champion 10-lb., \$4.12, plus 50c for stamping; Champion 24-lb., \$5.50, plus 50% for stamping; Champion 600-lb., \$15.40, plus \$1 for stamping; Champion 1200-lb., \$18.15, plus \$1 for stamping; Champion 2000-lb., \$24.20, plus \$1 for stamping	
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SAP SPOUTS.	Per 1,000
Bronzed cast iron with hooks	6 00
Eureka, tinned steel, hooks	8 00

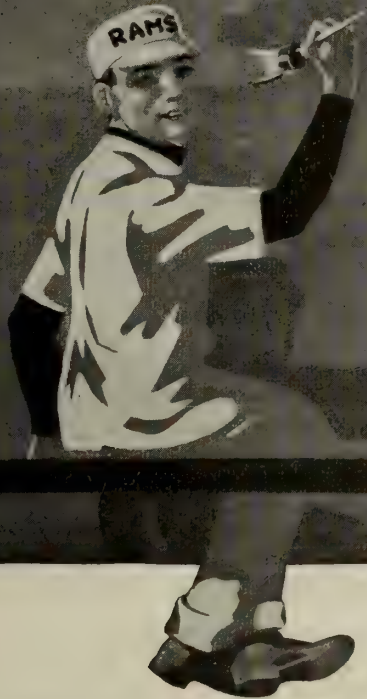
SCOPES (FURNACE).	Doz.
D. Handle	\$3 25
L. Handle	3 25

SCREWS (MACHINE).	
Flat head, iron and brass, 35 per cent. Fillister head, iron. 30; brass, 25 per cent.	

SCREWS.	Per cent.
Wood, F.H., bright, 85, 10, 7½, 10 per cent.	
Wood, R.H., bright, 80, 10, 7½, 10 per cent.	
O.H., bright, 80, 10, 7½, 10 p.c. off list.	

O.H., bright, 80, 10, 7½, 10 p		
off list.		
Wood, F.H., brass ...	75	10 10
Wood, R.H., brass ...	70	10 10
Wood, F.H., bronze...	70	10 10
Wood, R.H., bronze...	65	10 10
Drive screws	65	10 10
Set case hardened ...	60	10
Square cap	50	and 05
Hexagon cap		43
Bench, wood, per doz.	\$5	00
Bench, iron, per doz.	4	25

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been "making good"—for us, for the dealer and for the man who finally used them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line".

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal



Made in Canada



\$2.25

SIMONDS SAWS

The price of this saw brings profit to the Dealer. The quality of the saw brings satisfaction to the Carpenter.

Arrange now to have a spring stock of Simonds Saws.

Write for Dealers' prices.

Simonds Canada Saw Company, Limited

St. Remi Street and Acorn Ave., MONTREAL

St. John N. B.; Vancouver, B. C.

NETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10 p.c. off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 50
28 gauge, per square	4 00

Galvanized.

	B.W. Queen's	Fleur-de-Lis	Gorbals
16-20 .. 3 90	3 55	3 90	
22-24 .. 3 95	3 65	3 95	
26 .. 4 20	4 00	4 20	
28 .. 4 45	4 20	4 45	

Colborne Crown — 16-20 gauge, \$3.70; 22-24 gauge, \$3.75; 26 gauge, \$4.00; 28 gauge, \$4.25.

Apollo Brand.

	Toronto.
14 gauge	3 05
16 gauge	3 05
18-20 gauge	3 20
22-24 gauge	3 30
26 gauge	3 65
28 gauge	3 80
10 3/4 ozs.	4 00

SHOVELS, CORN.

Black Hawk, doz.	18 00
Wm. H. Rock, doz.	8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55	and 2 1/2
Socket sc'ps.	50	and 5	45 and 5
vet scoops	50		

Drain tools 60 60

Scoops 60 and 5 45 and 5

Hollow backs

and sand. 60 45

Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.

Above discounts on Black Goods only. Full Polished Goods, 50c per doz. net extra. Half Polished Goods, 25c per doz. net extra.

WHEELS, ASH.

Wood wheels, doz. \$ 1 75

Rocker, No. 1, each 3 60

Rocker, No. 3, each 2 50

Banner, each 1 75

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.

Flat rim enameled sinks, 16x24 \$3.50; 18x30, \$4; 18x36, \$5.15.

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER.

Montreal Toronto

Tinker's bar 0 21 0 27

Wire solder, lb. 0 24 0 28

Bar half-and-half. 0 22 0 25

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Acme 0 20

Commercial 0 21 1/2

Easy 0 21 1/2

Star Extra 0 22

Strictly standard wiping 0 24

SPELTER.

Foreign, per 100 lbs. 9 75 9 50

STAPLES.

100-lb. kegs 4 50

25-lb. boxes 4 85

10-lb. boxes 5 25

Poultry netting, 100 lbs. 6 70

Bed, 100 lbs., No. 14 6 75

Blind, per lb. 6 12

Bright Fence, 100 lb. kegs 2 50

Bright Fence, 25-lb. boxes 2 75

Galv'd fence, 100-lb. kegs 2 85

Galv'd fence, 25 lb. boxes 3 10

Cooper's staples, 45 p.c.

Bright spear point, 75 p.c.

SWEEPERS, CARPET.

Blissell's

Univ. Japd., cyco bearing... 24 00

Univ. N.P., cyco bearing... 27 00

Grand Rapid, Japd., ball-bearing 26 00

Grand Rapid, N.P., ball-bearing 29 00

Princess N.P., ball-bearing 30 00

re, ball-bearing 34 00

Am. Queen N.P., ball-bear. 32 00

Parlor 35 00

WINGS.

Baby, 2-passenger, each .. \$2 75

Ontario, 2-passenger, each 3 75

Ontario, 4-passenger, each 4 25

Stratford, 4-passenger, each 5 50

Boyers Gliding Settees with

awning, each 8 50

Without awning, each 12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40;

cut tacks, blued, in dozens only, 50 and 10; 1/4 weights, 60; Swedes

cut tacks blued and tinned, bulk, \$5 and 5, in dozens, 75 and 10;

Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp,

82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45;

copper nails, 50; trunk nails, black, 65 and 10; trunk nails,

tinned and blued, 65 and 10; clout nails, blued and tinned, 65

and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine

finishing, 40 and 10; lining tacks, in paper, net; lining tacks, in

bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in

bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier

points, 5; double pointed tacks, paper, 9 and 10; double pointed

tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box

tacks, 87 1/2; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85

Ass skin, No. 714, 66 ft., doz. 3 40

Linen, No. 404, 66 ft., ea. 1 10

Metallic, No. 603, 50 ft., ea. 1 40

Rival steel, No. 263, 50 ft., ea. 2 90

Rival steel, No. 266, 100 ft. 4 90

Reliable Jr., No. 103, 50 ft. 2 70

Rabone's.

Tape Lines, linen, No. 2601

x50, each \$1 00

Metallic, No. 4011x50, ea. 1 35

Metallic, No. 4011x68, ea. 1 55

Steel, No. 2891x50, ea. 2 70

Steel, No. 4161x50, ea. 3 00

Steel, No. 4161x50, ea. 5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10c.

TIES (METAL).

Galv. wall ties, per 1,000... \$5 00

Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Montreal Toronto

Tin, per lb. 46 40

TINNERS' TRIMMINGS.

Discount, 45%

Plain, 70 and 5%.

Re-tinned, 72 and 5%.

TOOLS, HARVEST.

Samson, 47 1/2%; ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Onelda Jump, 65%.

TRESTLES.

5 ft., each. \$1.50 14 ft., each. \$4.20

8 ft., each. 2.00 16 ft., each. 4.80

10 ft., each. 2.50 18 ft., each. 5.40

12 ft., each. 3.00 20 ft., each. 6.00

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13 1/2

600 ft., per lb. 0 11

550 ft., per lb. 0 09 1/2

500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.

10 ton lots, 1/4c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-lb.

4-ply 0 21 1/2

3-ply 0 19

TUBES.

Boiler Tubes.

Montreal Toronto

100 ft., 1 1/2 in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2 1/2 in. 10 25

100 ft., 2 1/2 in. 12 25 10 65

100 ft., 3 in. 13 30 11 00

100 ft., 3 1/2 in. 15 55 13 00

100 ft., 4 in. 19 80 16 75

TUBS.

Samson Galvanized.

No. 11, doz., net 12 00

No. 22, doz., net 14 40

No. 33, doz., net 16 80

Common Galvanized.

No. 1, doz. 6 83

No. 2, doz. 7 43

No. 3, doz. 8 48

Per nest.

Nests of 3—0, 1 and 2.....\$2 38

Nests of 3—1, 2 and 3..... 2 05

Nests of 4—0, 1, 2 and 3..... 2 95

No. 0, per doz..... 11 00

No. 1, per doz..... 9 00

No. 2, per doz..... 8 00

No. 3 per doz..... 7 00

V**VALVES, ETC.**

Ground work, 55%.

Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70, 10%, and 1 and 2 basin cocks, 70%.

Flatway stop and stop and waste cocks, 60, 10%; roundway, 60 and 5%.

J. M. T. Globe, Angle and Check Valves, 50%; Standard, 60%.

J. M. T. Radiator Valves, 55%; Standard, 60; patent quick opening valves, 70 and 10%.

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 50%.

Copper tea and coffee pots, 50%.

Copper pitts, 30 and 5%.

Foundry goods, hollow ware, 40 and 5%.

WARE, ENAMELED.

White ware, 75%.

Canada, Diamond, Premier, 50 and 10%.

Pearl, Imperial and Colonial steel, 60 and 10%.

Star decorated steel, 33 1/2%.

Hollow ware, tinned steel, 40% off.

Enamelled street signs, 50%.

WARE, TIN, PIECED.

Discount, 35%.

10-qt. flaring sap buckets, 35%.

6, 10 and 14-qt. flaring pails, 35%.

Copper bottom tea kettles and boilers, 35%.

Coal hods, 35%.

Boiler and tea kettle pitts, 30 and 5%.

WARE, STAMPED.

Plain, 72 1/2 and 5.

Retinned, 72 1/2 and 5.

Tinners' trimmings, 72 1/2 and 5.

WASHERS, IRON.

Full box, 45 per cent. smaller.

Full box, 45 p.c. smaller lots.

30 p.c.; assorted. Price less 50 lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.

Narrow wood and felt... 1 1/4c ft.

Medium wood and felt... 1 1/4c ft.

Wide wood and felt... 2 1/4c ft.

All felt Frost King... \$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00

Sectional, 1/2 lb., per 100 lbs. 2 25

Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.

Smarts, Horse, 3 1/4c lb.

WHEELBARROWS.

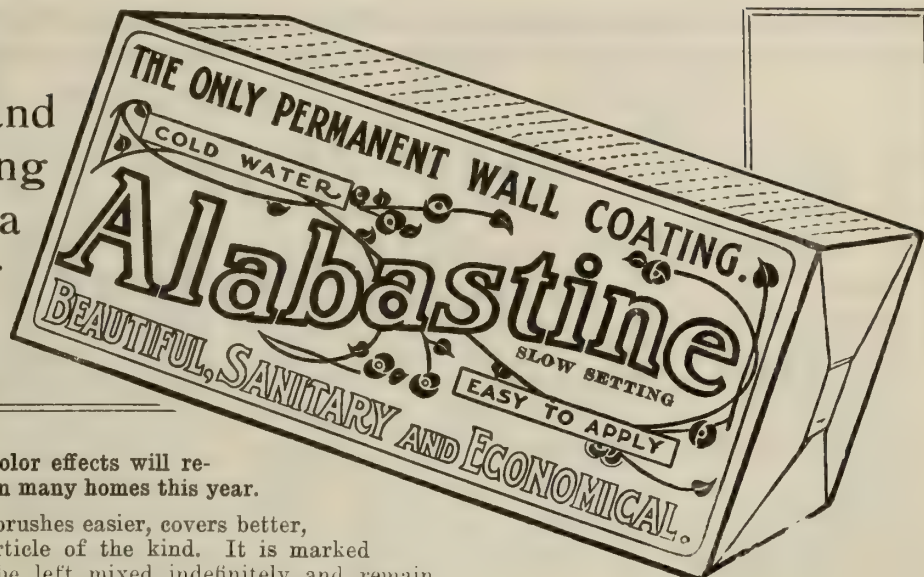
Navy, steel wheel, doz. 21 00

Garden steel wheel, doz. 32 40

THE WAR

"Improved Quality" and our extraordinary selling helps will make 1915 a record year by far for

ALABASTINE



Plain inexpensive tints and water color effects will replace wall paper and oil wall colors in many homes this year.

The New Alabastine mixes quicker, brushes easier, covers better, and lasts longer than any other article of the kind. It is marked "Slow Setting," meaning it can be left mixed indefinitely and remain in good working condition. Painters and expert decorators are quick to recognize its superiority.

Alabastine selling helps, premium offers and our large consumer advertising campaign mean business and lots of it. Write for particulars now.

Our consistent policy is to do everything possible by extensive advertising and personal work to encourage the sale of standard package goods by retail stores and to keep up the standard of value by maintaining the full advertised price. We trust you are in accord with this policy and will support it by pushing Church's Alabastine, at the same time helping along a purely Canadian industry.

The Alabastine Company, Paris, Limited, Paris, Ont.

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

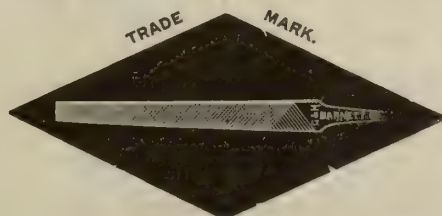
TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs. 5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ..\$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2 55 \$3 60

COLORES (DRY).

Raw Umber 100 lb. keg.. 0 09
Burnt Umber, 100 lb. ... 0 07
Raw Sienna, 100 lb. kegs 0 09
Burnt Sienna, 100 lb. k. ... 0 09
Imperial green, 100 lb kegs 0 12
Italian red, 100 lb. kegs.. 0 04
Brunswick green, 100-lb. k 0 06
Indian red, 100 lb. kegs.. 0 10
Indian red, No. 1, 100 lb. k 0 06
Vermillion, O.J., kegs ... 0 19
Vermillion, English, bags 1 25
Venetian red, best bright. 0 02
Venetian red, No. 1 0 02
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs 0 03½
White ochre, barrels 0 04
Yellow ochre, barrels 0 01½
Spruce ochre, 100 lb. kegs 0 72
Canadian red oxide, bbls. 0 02
Super magnetic red 0 02½

COLORES IN OIL.

Venetian red 1-lb. tins, pure 0 12
Chrome yellow, pure 0 23
Golden ochre, pure 0 14
French ochre, pure 0 12
Chrome green, pure 0 11
French permanent green, pure 0 15
Signwriters' black, pure.. 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.
Alba-Gloss enamel 4 00
Anchor Floorlustre 1 80

FILLER.

Luxeberry Enamel\$5 00
Screen Enamel B.B. 1 65

GLUE.

French medal 0 15
English common sheet.... 0 10
English prima 0 17
White pigfoot 0 21
Perfection amber, ground, No. 1230 0 13
Cake, bone, 112-lb. bags.. 0 10
Hide, 112-lb. bags 0 15
Gelatin, 112-lb. bags 0 20
Ground glues, 112-lb. bags—
No. 1 0 11
Extra 0 15

GLASS.

(TORONTO QUOTATIONS).

Size United Inches. Star.

Under 26\$6 50
26 to 40 7 00
41 to 50 7 40
51 to 60 8 00
61 to 70 8 75
71 to 80 9 50
81 to 85 10 50
86 to 90
91 to 95
96 to 100
Double Diamond.
Size United Inches. Star.
Under 26\$ 8 60
26 to 40 10 00
41 to 50 11 70
51 to 60 12 00
61 to 70 12 75
71 to 80 13 85
81 to 85 17 50
86 to 90 18 85
91 to 95 19 20
96 to 100 22 75
101 to 105 32 00
106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft., 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.
United Inches Star Double Diamond
Up to 25\$ 6.50 \$ 8.60
26 to 40 7.00 10.00
41 to 50 7.40 11.70
51 to 60 8.00 12.00
61 to 70 8.75 14.00
71 to 80 9.50 15.00
81 to 85 10.50 18.00
86 to 90 20.50
91 to 95 22.00
96 to 95 25.00
101 to 105 32.00
106 to 110 36.00

With the following discounts:
Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.

Montreal:
Country discount, 35 and 5 per cent. off list, delivered.
City discount, 45 and 5 per cent. off.

Toronto:
Country discount, 40½ off list delivered.
City, 42½ off list.

LEAD.

(White Ground in Oil.)
Prices per 100 lbs. in ton lots.
Montreal Toronto

Elephant Genuine\$9 00 \$9 15
"Anchor," pure 8 70 8 85
Green Seal 8 70 8 85
Brandram's B.B. Genuine 9 70 9 85
C.P. Co. decorat's pu. 8 70 8 85
Crown and Anchor, pure 8 90 9 05
Decorat's Pure (Wpg) 8 60
Moore's Pure White Lead 8 70 8 85
Painter's Perfect 8 20 8 35
Ramsay's Pure Lead.. 8 70 8 85
Ramsay's Exterior.. 8 70 8 85
Tiger Pure 8 40 8 55
"James Genuine" 10 00 10 15
Stephens' H. P. P. (Winnipeg) 8 70
Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. 8 25 6 38
Genuine, 100-pound kegs, per cwt. 8 50 6 75
No. 1 casks, per 100 lbs. 8 00 6 25
Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots..\$19 00
2 lb. pkgs., per 100 lbs.. 16 60
5 lb. pkgs., per 100 lbs.. 12 60
25 lb. pkgs., per 100 lbs.. 11 00
100 lb. pkgs., per 100 lbs.. 9 75
200 lb. kegs., per 100 lbs.. 9 60
300 lb. pkgs., per 100 lbs.. 9 50
600 lb. casks, per 100 lbs.. 9 00

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls. See weekly report

PAINTS (PREPARED).

Per gallon In qt. tins
Sherwin-Williams paints. 2 60
base 2 60
Canada Paint Co.'s pure.. 2 60
Elephant and Prism..... 1 20

Benj. Moore Co.'s
"Egyptian" Brand 1 45
Moore's house colors, per gallon 1 75
Brandram-Henderson's "English" 2 00
Fresco-Tone, in quarts.... 1 80
Ramsay's paints, pure 1 80
Ramsay's paints, Thistle.. 1 60
Martin-Senour, 100% pure. 2 00
Senour's floor paints 1 60
Jameson's Crown and Anchor brand 1 60
Stephens' House Paint (Winnipeg) 1 90
Stephens' Floor Paint (Winnipeg) 1 75
Silkstone Wall Color..... 2 00
PARIS PLASTER.
Per bbl. 2 25
PARIS WHITE.
In bbls. 0 90
PARIS GREEN.
Prices f.o.b. Montreal, Quebec, Halifax and St. John.

C.P. Co. Bergers
600-lb. casks 18 18½
250-lb. casks 18¼ 19
100-lb. drums 19¼ 20
50-lb. drums 19¼ 20
25-lb. drums 19¼ 20¼
1-lb. pack, 100 case. 21¼ 22¼
½-lb. pack, 100 case 23¼ 24¼
1-lb. tins, 100 case .. 22¼ 23¼
½-lb. tins, 100 case .. 25¼
Prices f.o.b. Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks... 0 08½
Orange Mineral, 100-lb. kegs 0 08½

PRIMER.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

1 lb. cans\$0 18
2 lb. cans 0 18
5 lb. cans 0 17
10 lb. cans 0 16
25 lb. cans 0 12
100 lb. kegs 0 11
¼ barrels 0 10½
Barrels 0 10

PUTTY.

Standard Montreal Toronto
Bulk, in casks 2 30 2 40
Bulk, 100-lb. drums. 2 50 2 60
Bulk, 25-lb. drums.. 2 60 2 70
Bladders, in bbls. .. 2 80 2 90
Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange. 30c lb.

TAR (PINE TAR).

Half pint tins, per doz. ... 0 60
Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Tuxite, 1 gal. cans 2 10
Cumoff 2 10

TURPENTINE.

Montreal Toronto
5 gal. See weekly report
Pure, single bbls.

SLATING.

2 to 4 bbls. 0 60 0 64
Liquid Slating, B.B.\$3 00

STAINS.

Oil, & Spirit, Berry Bros..\$2.50
Water Stains, Berry Bros. 1.25
Berrycraft stain finish ... 3 00
Shingleint. 5 gal. cans ... 1.15

VARNISHES.

Per gal. cans
Liquid Granite\$3 00
Elastic Interior 3 00
Elastic Outside 6 00
Luxeberry, light 3 00
Luxeberry, white 5 00
Luxeberry, spar 4 50

Luxeberry, exterior 5 00
Dugloss finish 3 00
Carriage, No. 1 1 50
Excello 2 00
War-Not 2 70
Elastic Oak 1 50
Light oil finish 1 35
Gold sized japan 2 00
Baking black japan 1 35
No. 1 black japan 0 95
Crystal Damar 2 50
No. 1 Damar 2 25
Oilcloth 1 50
House painters' white jap.. 1 95
Elastilite varnish 2 25
Copalline varnish 2 25
Granitine floor finish 2 25
Jameson's floor enamel 1 75
Sherwin-Williams' KOPAL varnish 2 50

Canada Paint Co.'s SUN

varnish 2 25
"Flint-Lac," coach 1 30
B. H. Ltd., "Gold Medal," cases 1 80
Dependon Lt. H. Oil Finish 1 55
Everlastic Floor 2 30
Elastic exterior finish 4 25
"Lattice floor finish 3 00
Stovepipe varnish, ½ pints, gross 9 00
Pure white shellac varnish 2 00
Pure orange shellac varnish 1 90
No. 1 orange shellac varnish 1 75
Kyanize floor finish 3 25
Kyanize cabinet rubbing .. 3 25
Kyanize spar 4 25
Kyanize stains 3 25

WATER PAINTS.

Gnallite, 300 lb. bbls. 0 07
Opallite, 100 lb. kegs 0 07½
1 gal. package, per pkg. 0 45
½ gal. package, per pkg. 0 25

WASTE (POLISHING).

Cream 9 13
White 0 12

WASTE (POLISHING).

Cream Cts. per lb. 0 11½
WASTE, WHITE WIPING.

XXX Extra 0 09¾
X Grand 0 09¼
XLGR 0 08¾
X Empire 0 08
X Press 0 07¼

WASTE, COLORED WIPING.

Fancy 0 07½
Lion 0 06¾
Standard 0 06
Popular 0 05½
Keen 0 05

WASTE, WOOL PACKING.

Arrow 0 16
Axle 0 11
Anvil 0 08
Anchor 0 06½

WIPERS, WASHED COTTON.

Select White 0 08½
Mixed Colored 0 06
Dark Colored 0 05

This list subject to trade discount for quantity.

WAX.

Per lb.
C.P. Floor Wax 0 30
Old English Floor Wax .. 0 38
Cooke & Boulton's Floor Wax 0 30
Ronuk Floor Wax, lb. ... 0 35
Berry Bros. 0 45
Johnson's Floor, natural.. 0 38
Johnson's Floor, black .. 0 38

WHITING.

Plain, in bbls. 0 90
Gilders, bolted, in bbls.. 1 00

ZINC (DRY).

Extra Red Seal, V.M.

ZINC IN OIL.

Pure, in 25-lb. irons 0 12
No. 1, in 25-lb. irons 0 07½
No. 2, in 25-lb. irons 0 05½
Pure in Damar Varnish. 0 25

Quick Service on Your Sorting Orders—

Advantages of dealing with us—

Our stock is a complete range, enabling us in most cases to ship your order the same day as received. We will arrange wherever possible to include your order with carload lots, thus giving you the advantage of lower freight rate.

We follow each order through to its destination through our own tracing department, insuring delivery of goods as quickly as possible.

The advantage of being able to secure your material in exactly the size you want saves you paying freight on waste; also the time and labor otherwise required for alterations.

**GIVE THIS NEW SERVICE
A TRIAL.**

We will make immediate shipment from our NEW WAREHOUSE DEPARTMENT on large or small orders for—

**Bars
Angles
Spikes**

**Sheets
Tees
Turnbuckles**

**Plates
Bolts
Rails**

**Rivets
Nuts
Tubes**

To try out our service let us have a copy of the first enquiry you may be sending out to the trade. We can offer you both price and service equal, or even better, than can be obtained elsewhere.

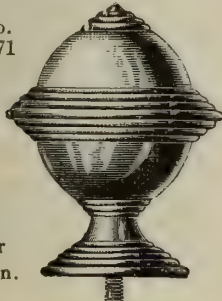
Send for our Monthly Stock List.

Manitoba Bridge & Iron Works, Limited

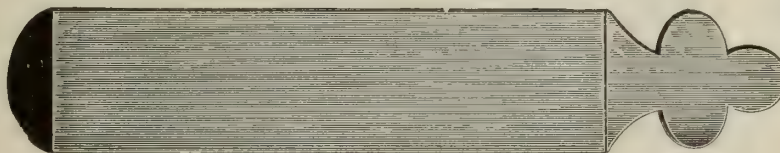
WINNIPEG, MAN.

CURTAIN POLES AND FITTINGS. STAIR RODS AND EYES

No.
1771

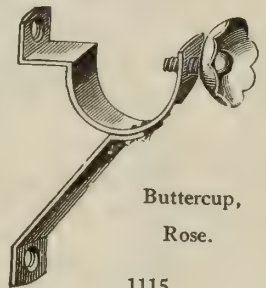


For
1½ in.



No. 2319

Solid Brass Cased Rodding. Cast Ends.
These Rods are far superior to light angle tube.



Buttercup,
Rose.

1115

G. B. BIRCH, THE CHEAPSIDE BRASS FOUNDRY, Birmingham, England

THE WHITE MOP WRINGER

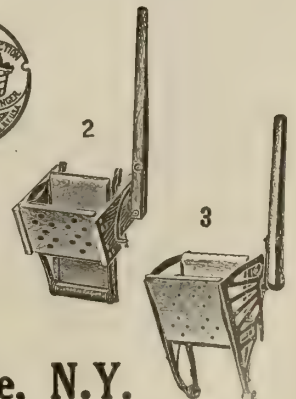
always bears this trade-mark
LOOK FOR IT.



Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y.



Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00

ANVILS.

Peter Wright, 80 lbs. and up, 13c per lb.; clip horn, 14c.

AUGER BITS.

"Irwin" bits, 45 per cent.; common, 70 and 10 per cent.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3½ lb., \$8.00; 4 lb., \$8.25; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$8.50; 3 lb., \$8.75; 3½ lb., \$9.00; 4 lb., \$9.25; Black Prince Axes unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35 per cent.; broad axes, 5 to 7½ lb., \$28 per doz; 7½ to 9 lb., \$30.50.

BARS, CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$8.50; Brittain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list. Leather.

Agricultural leather belting, 66 2-3 per cent. off the list. No. 1, 66 2-3 per cent. off list. Standard, 60 per cent. off list. The "double" list is just twice the price of "single".

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides, 95c; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent. Steel, 50 per cent.; wood, 60 per cent. Wood, tackle, common, 60 per cent.

BOLTS.

Carriage, ½ and smaller, 60%; 7-16 and larger, 50%; machine, ¾ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2c off; case lots, \$2.75 off; stove bolts, 77½%; sleigh shoe bolts to ¾, 50%; 7-16 and up, 40%.

BUILDING PAPER.

Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coll, 3-16 in., \$10.00; ¼, \$7.25; 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75; 1, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾, \$4.25. Logging, 5-16, 6¼c; ¾, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$7.41 each.

CLEAVISES, MALL.

7¼c per lb.

COPPER.

Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24 fl., 26c; 27½c.

DRILLS.

Bit Stock, 60 per cent.; Blacksmith, ½ in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 10%.

Nicholson's, 60%.

FIXTURES.

Stall hollow bar, No. 3, \$1.

GALVANIZED WARE.

30%.

GASOLINE.

Painters' naphtha, bbls., 21c per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES.

Light T and strap, 60%. Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, \$1.20, \$1.50, \$2.40, \$3.60, \$5.50.

Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, \$1.10, \$1.50, \$1.80, \$3, \$4.50.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.90.

IRON, GALVANIZED.

Apollo and "Fleur de Lis." Head."

10% oz. or 28 Eng.	5 00	5 35
28 Am. or 26 Eng.	4 75	5 10
26 Am. or 26 spec'l	4 50	4 85
24 Am. and Eng.	4 35	4 70
22 Am. and Eng.	4 35	4 70
18 & 20 Am. & Eng.	4 25	4 55
16 Am. and Eng.	4 10	4 40

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7¼c per lb. Mrs. Pott's No. 55, set 0 85 Mrs. Pott's No. 50, set ... 1 00 Asbestos Sad Irons. No. 100, set 1 60 No. 70, set 1 65 Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's Improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 50 No. 20, X-ray 11 25 No. 22, Dash-board 10 00 Trulite short globe, doz... 7 50

LEAD PIPE.

\$7.50 coil; less coil, \$8 cwt.

LEAD WASTE.

\$8 to \$3.50 per cwt.

LINSEED OIL.

Raw, per gal., 79c; boiled, per gal., 82c.

These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for can, etc.

LOCKS.

Peterboro and fittings, 45 p.c. MATLOCKS. Pick, \$5.75; cutter, \$5.75.

NAILS.

Wire, f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50 per cent.

NUTS.

Square and hex, small lots, f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Tin	vanized
¼ gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18¼c. gal.; Royalite oil, 16c. gal.; Palacine oil, 18¼c. gal.; Capital Cylinder, 56c gal.; Standard gas engine

oil, 41c; Polarine oil, 60c gal.; Prairie Harvester oil, 30¼c gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2¼c; less than barrel lots, 3c; golden ochre, barrels, 3¼c; less than barrels, 4¼c; Venetian red, barrel, \$2; less than barrels, \$3; American vermilion, 12c; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3¼c; English purple oxide, in casks, 3¼c; less quantities, 4c per lb. Red lead, kegs, \$8.50. 9c lb. for less.

PARIS GREEN.

1 lb. pkgs., 21¼c. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

GALVANIZED IRON PIPE.

¼ inch, \$3.70; ¾, \$3.80; 1½, \$4.40; ¾, \$5.25; 1 inch, \$7.70; 1¼, \$10.40; 1½, \$12.60; 2, \$16.80.

IRON PIPE.

Black, ¾ inch, \$2.65; ¾ inch, \$2.75; ½ inch, \$3.35; ¾ inch, \$3.95; 1 inch, \$5.80; 1¼ inch, \$7.85; 2 inch, \$12.60; 2½ inch, \$20.20; 3 inch, \$26.40; 3½ inch, \$31.75; 4 inch, \$37.60; 4½ inch, \$42.35; 5 inch, \$49.75; 6 inch, \$66.40.

PLASTER.

Paris, per bbl., \$3.25.

PLATES, CANADA.

Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.65; 8 inch, \$4.90. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24, \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-20, \$3.15.

FLOW SHARES10c per lb.

POINTS.

Landslide plow, 1½ x 14 in., \$1.75 per dozen.

POTTY.

100-lb. drums 3 00 25-lb. irons, per cwt. 3 10 1½-lb. tins 0 06

RASPS.

Heler's 70 and 5 per cent.; Heler's horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 7, 33c; No. 8, 33c; No. 9, 34c; No. 10, 36c; No. 12, 38c. Five-lb. assorted boxes, No. 8 gauge, 37c per lb.; No. 10 gauge, 39c per lb.

Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.

ROPE.

Sisal, 10¼c base; pure Manila, 15¼c base; British Manila, 12c base; lath yarn, 9¼c base. Tarred Marline Hanks, per lb., 26c.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80 10 and 5 per cent.; flat head, 85 10 and 5 per cent.; round head, brass, 70. 10 and 5 per cent.; flat head, brass, 75. 10. 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$3.25.

Grass, \$7.25 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, \$9.65; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask, lots, 13¼c; small lots, 13¼c.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat." No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.50.

SNATHS, SCYTHE.

Grass, No. 2, \$7.25; brush, No. 1, \$8.25.

SOLDER.

Per pound, 27 to 28 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16, \$4.15; ¾, \$3.90; 7-16, \$3.80; ¾, \$3.75; ¾, \$3.75.

STAPLES.

Bright wire per cwt., \$2.55 at Fort William, \$2.95 Winnipeg; galvanized staples, \$3.25 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; harrow, \$3.25 base; cast, octagon tool steel, 8¼c base; square tool steel, 9¼c base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE. Rivet. Paten'd 6 in., per 100 ft.... 9 00 9 05 7 in., per 100 ft.... 9 50 9 76

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42 7 inch, per doz. 1 50 8 inch, per doz. 2 87

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 26
Terne Plates	9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75c.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Luminette	2 09
Best wearing body	5 00
Best bearing varnish	4 00
Extra light hard oil	1 90

VISES.

Peter Wright's solid box vises, 45 lbs. and over, 14¼c lb. Vitrol, blue stone, per lb., 6c.

WASHERS.

Iron, small lots, 30 per cent.; full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKES CENTRES.

42½ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead, ton lots, \$9.45; less than ton lots, \$9.75.

WIRE, BARB.

Per Spool of 80 Rods f.o.b. Lyman 4-point, Fort William, \$2.05; Winnipeg, \$2.40; GHdden 2-point, Fort William, \$1.87; Winnipeg, \$2.20; Baker 2-point, Fort William, \$1.85; Winnipeg, \$2.17; Alberta 2-point, Fort William, \$1.75; Winnipeg, \$2.03; American special 2-point, Fort William, \$1.50; Winnipeg, \$1.75; plain twist, per 100 lbs., Fort William, \$2.95; Winnipeg, \$3.35; coil spring, No. 9 (coiled), per 100 lbs., Fort William, \$2.30; Winnipeg, \$2.70; No. 12 (coiled), Fort William, \$2.40; Winnipeg, \$2.80; plain galvanized wire, No. 9 (plain), Fort William, \$2.25; Winnipeg, \$2.65; No. 12 (plain), Fort William, \$2.35; Winnipeg, \$2.75.

Patented screen, in 100 ft. rolls, \$1.60 per hundred sq. feet; in 50 ft. rolls, \$1.70 per 100 sq. feet.

WIRE, PLAIN.


\$2.90 base. Bale ties, 14 gauge, single loop, \$3.65 Winnipeg, \$3.25 Fort William.

WIRE (STOVEPIPE).

18 and 19 gauge, 5¼c per lb.

WRINGERS.

Royal Canadian, \$38 per doz.; Eze, \$



We Want You to Know that A Sporting Goods Department

Can be made one of the most profitable in your business.

Will make steady sales throughout the year, for it offers goods applicable to each and every season.

Will appeal to all classes, the old and young, man, woman and child. You have a customer in every living person in your locality.

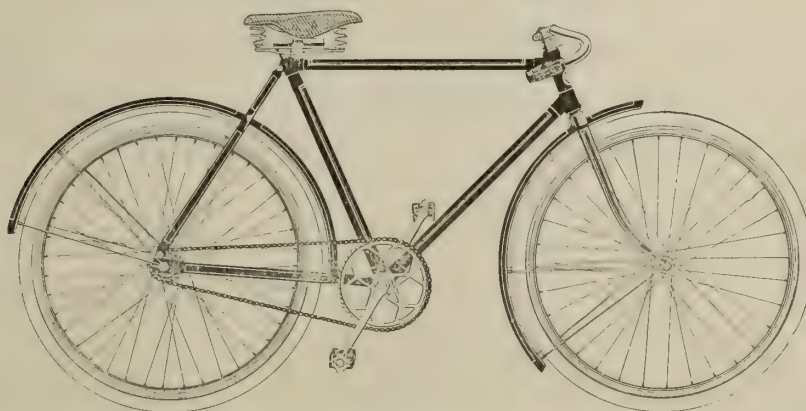
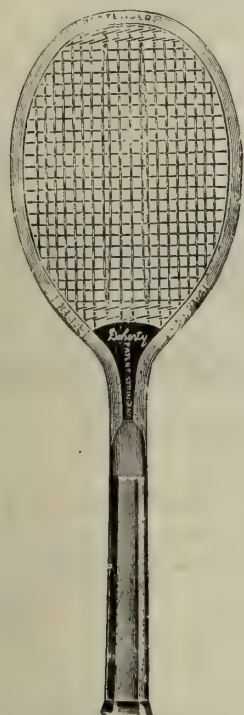
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Can be established and maintained through dealing with the largest Sporting Goods jobbers in Western Canada.

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"THE BIG WINNIPEG HOUSE"

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Signed

Town

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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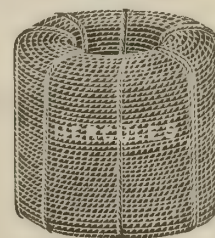
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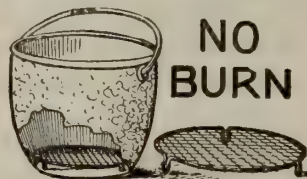
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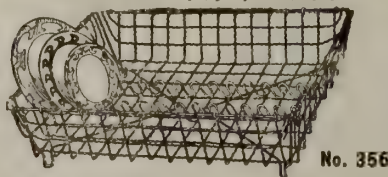
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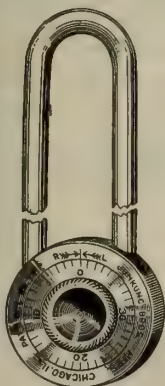
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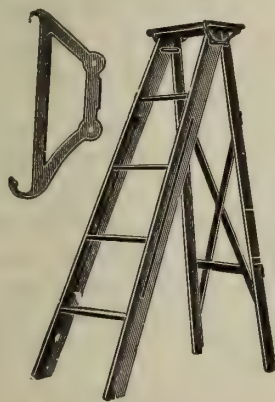
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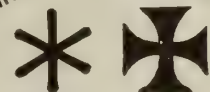
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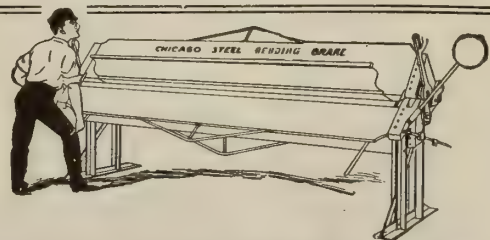
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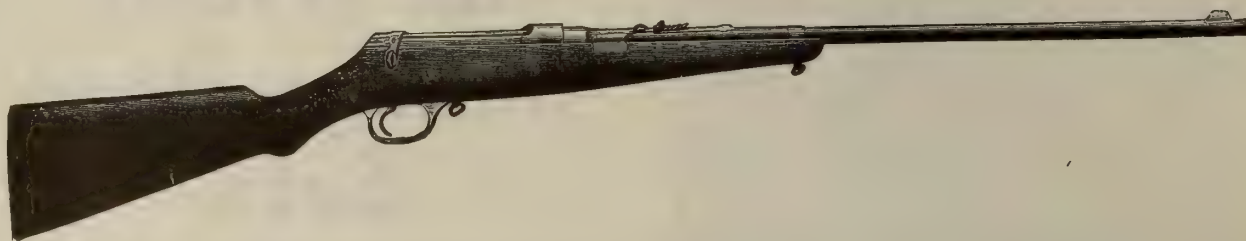
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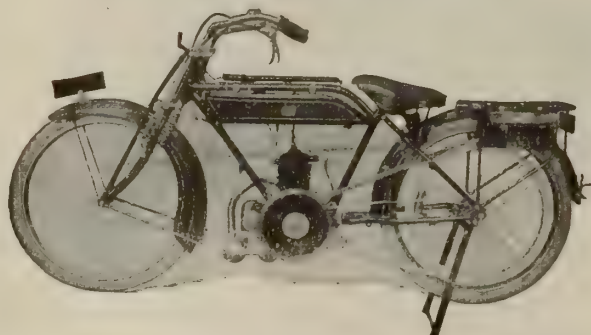
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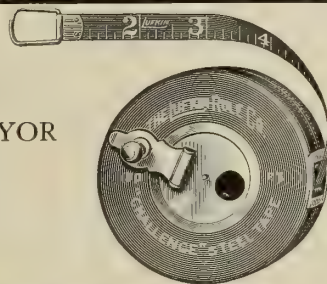
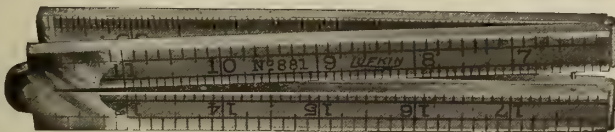
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THE MACLEAN PUBLISHING COMPANY, LIMITED

1915

PUBLICATION OFFICE: TORONTO, CANADA

The
Highest
Grade File
Made

IT'S A
TOOL



The
Only Line
from
3" to 24"
Absolutely
Crucible
Steel



THE FILE YOU WILL EVENTUALLY USE
AS PERFECT AS WILL AND SKILL CAN MAKE

DELTA FILE WORKS

PHILADELPHIA, PENNSYLVANIA, U. S. A.

FOR SALE BY LEADING CANADIAN JOBBERS



COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

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CANADIAN ROLLING MILLS CO., LIMITED

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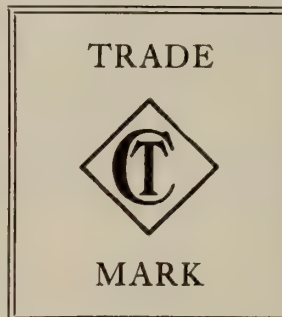
CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts,	Plow Bolts,
Coach and	Track Bolts,
Lag Screws,	Square Nuts,
Tire Bolts,	Hexagon Nuts,
Machine Bolts,	Boiler Rivets,
Sleigh Shoe	Tinners'
Bolts,	Rivets, Etc.



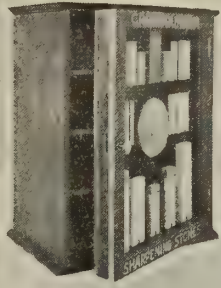
WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES in all sizes—black or galvanized.

WORKS: LACHINE CANAL, - - - - MONTREAL

Take Your Choice of These Two Attractive Carborundum Display Cases

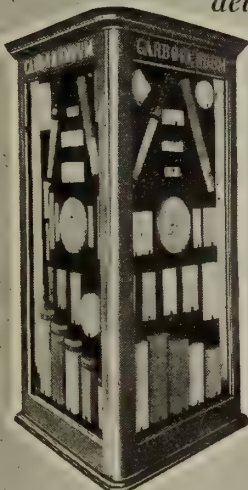


THE little rectangular golden-oak Display Case has a glass-covered display panel right in the door.—Plenty of room for stock inside. The case is twenty-four inches high—just right size for counter or window.

The triangular case is made of quartered-oak; has two big glass-covered display panels—stock-keeping shelves inside.—Both are permanent store fixtures you will be proud to have.

*Either Case Given Free
with Assortment of Car-
borundum Sharpening
Stones*

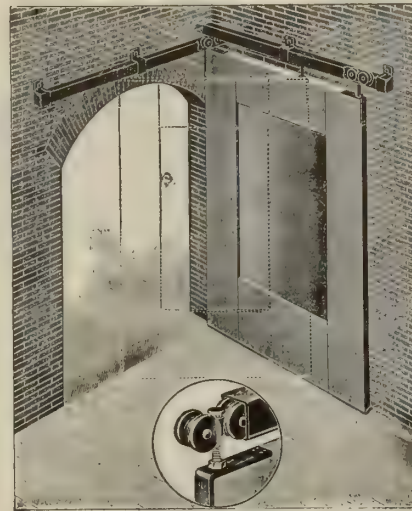
*Suppose you write for complete
details*



The
Carborundum
Company
Niagara Falls, N. Y.



ANY GARAGES BEING BUILT IN YOUR TOWN? GET AFTER THEM QUICK!



Show the owners how to avoid swing-door accidents by using

R-W
No. 235
TROLLEY
HANGERS
FOR
ANGLE
DOORS.

They take the door across the corner.

Swing Doors on Garage are a constant annoyance and cause many accidents to lamps and mud guards. But don't wait until too late—Send now for special book on

GARAGE DOOR EQUIPMENT.

Richards-Wilcox CANADIAN COMPANY, Ltd. LONDON, ONT.

**If
You
Want
to
Handle**



WIRE NAILS OF SUPERIOR QUALITY CONSULT US AT ONCE

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B. C.

THE
UNIVERSAL
 Butter Churn
 and
 Cream Whip



A practical churn for general household use. Simple and speedy in operation, easy to clean and perfect in results.

The construction of the perforated paddle and its action in connection with the round wire frame, within which it revolves, is such that it will turn cream into butter in less time than any other glass churn on the market. This paddle is made of sheet steel, heavily tinned. It is more sanitary than wood and never wears out.

The glass bowl is entirely open at the top and the inside is perfectly smooth with no grooves or corners to interfere with cleaning.

The entire metal construction may be withdrawn from the bowl with one operation. A large clamp holds the churn securely to the table while in operation.

The churning capacities mentioned below are actual ones and in most cases UNIVERSAL Churns will make as much butter as the next larger size of other makes.

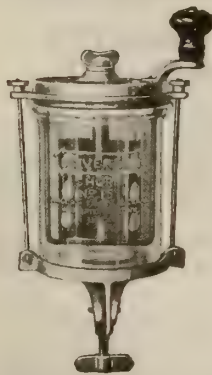
AS A CREAM WHIP

With cream below 60 degrees the UNIVERSAL Churn is just as good for whipping cream as it is for making butter at the higher temperature. Does the work more thoroughly and in less time than it can be done by hand.

For prices, etc., write to your jobber or direct to us.

LANDERS, FRARY & CLARK

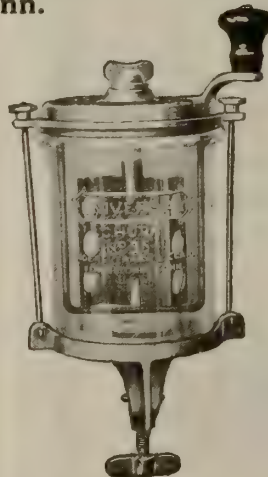
New Britain, Conn.



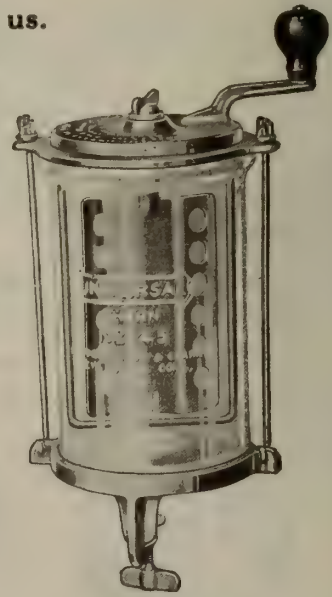
No. 15. Each, \$1.50.
 Actual Churning Capacity
 1½ pints.



No. 25. Each, \$2.00
 Actual Churning Capacity
 3 pints.

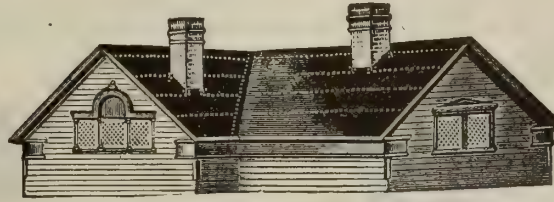


No. 35. Each, \$2.50
 Actual Churning Capacity
 4 pints.



No. 45. Each, \$3.00
 Actual Churning Capacity
 5 pints.

"ALWAYS ON TOP"



LEWISITE and COVERTITE ROOFING



No
Coating
Required

There is
SATISFACTION
and MONEY in
EVERY SQUARE.

Ready
To
Lay

LEWISITE

is the BEST PREPARED ROOFING MADE;
"IT IS FIRE-RESISTING";
"IT IS ABSOLUTELY WEATHER-PROOF";
"IT IS MADE from PURE WOOL FELT and TRINIDAD ASPHALT, guaranteed to weigh 5 lbs. more per square than any of the Standard Brands, and this is all Roofing, not sand put in to make weight."

COVERTITE

is a SUBSTANTIAL, HONEST ROOFING, and must NOT be confounded with Cheap Roofing. It is made of Good Materials, is Weather and Waterproof, Fire Retardant, and is not affected by Extremes of Temperature.

Supplied in 1, 2 and 3 PLY with cement and nails.

LEWIS BROS., LIMITED MONTREAL

Please see page 504 of our Catalogue No. 50 for full particulars.

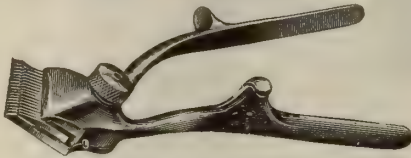
P. O. Box 1450

Send for your copy of the most complete catalogue if you have not already received one.

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

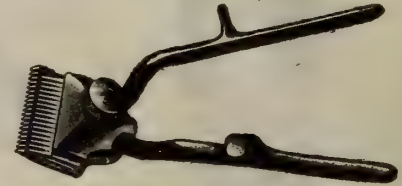
present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clipper of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1, and No. 2.
Retailing at about \$2.50. High-class barber's clipper.



No. 00 SHAYER
A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



SPEED
Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN
with grooved bottom plate, retailing at about \$1.50.

A. MacFarlane & Co.

Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

New York City



CADET
with visible spring, retailing at about \$1.00.

Quick Hot Water at a Big Saving — of Gas —

One minute after the

Stack Gas Water Heater

is lit it gives hot water at the tap

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Cost but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

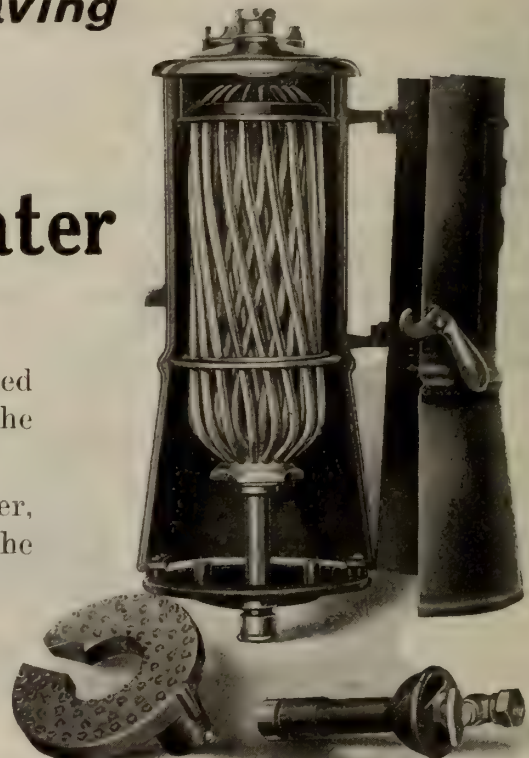
Easily sold.

Big Profit.

James Morrison Brass Mfg. Co.

Limited

93-97 Adelaide Street West, Toronto



Customers

Favor
Them



THREE FINISHES.

SIX SIZES.

ALL TESTED FOR LEAKS.

ALL



SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA
MONTREAL TORONTO WINNIPEG LIMITED



Time to Order

FREEZERS

Whether you stock the **LIGHTNING**, **GEM** or **BLIZZARD**, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand—one that brings trade and helps you keep it.

The **BLIZZARD**, being a low-priced Freezer, makes a good running mate with either the **GEM** or **LIGHTNING**. Now is the time to place your order. Shipment can be made any time you specify.

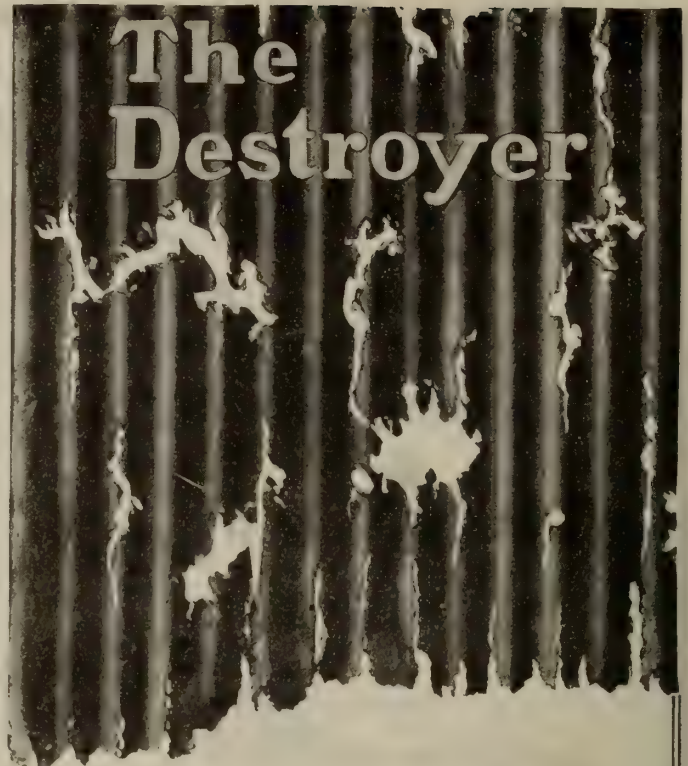


BE SURE to INCLUDE the **LIGHTNING ICE CHIPPER No. 1**. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.

Your Jobber will Supply You.



NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



First—a reddish-brown spot appears. The spot spreads. The metal sheet flakes off. Pin-holes appear. The holes grow larger and larger. Slowly the sheet crumbles away and finally nothing is left.

That's corrosion—the destroyer.

An uncanny, startling and mighty expensive process.

Thousands of tons of steel and iron sheet products are destroyed yearly by corrosion.

Yet there is a remedy—a scientifically made corrosion-resisting sheet metal—



"There is durability and economy in every ounce"

A few uses for Toncan Metal Sheets are :

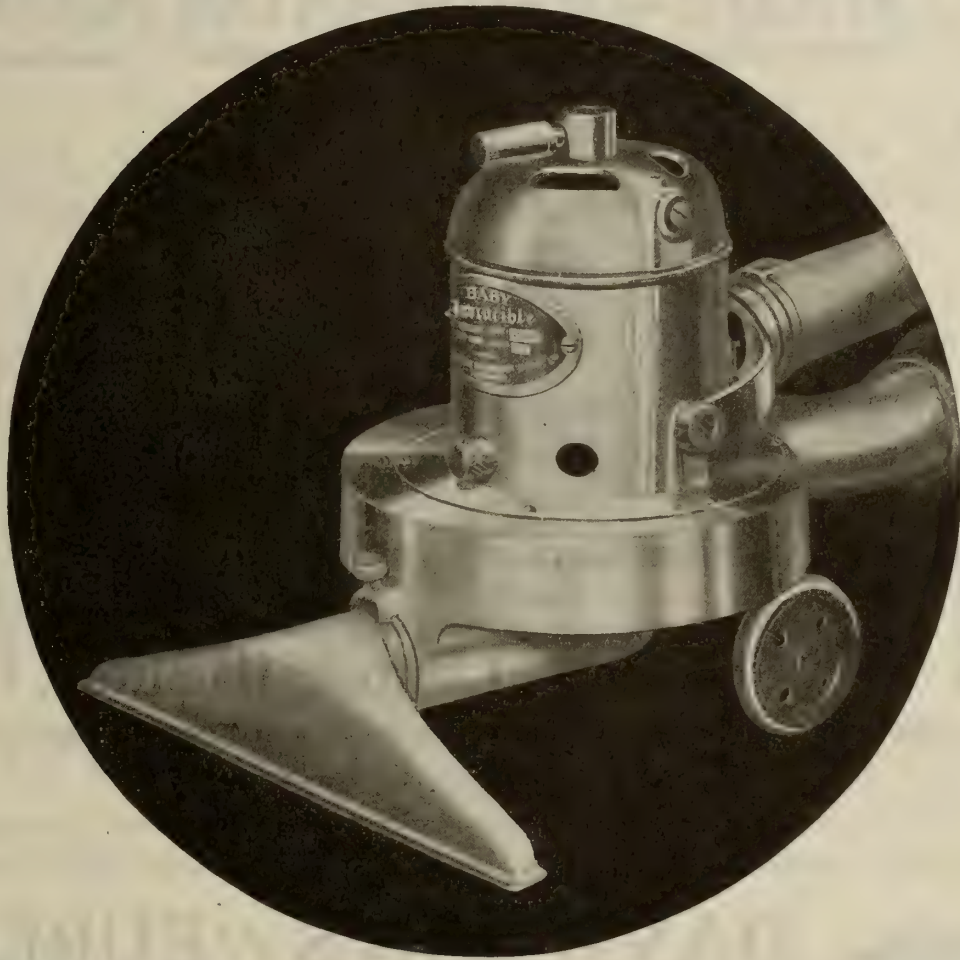
ROOFING	CULVERTS
SIDING	SILOS
VENTILATORS	TANKS
CORNICE	SKYLIGHTS
EAVESTROUGH	CONDUCTOR PIPE

Write for a copy of the
"Text-Book on Corrosion"

The Pedlar People, Limited
OSHAWA - - - ONTARIO
Canadian Distributors

THE STARK ROLLING MILL CO.
CANTON - - - OHIO
Sole Makers

THE VERY BEST IN ELECTRIC VACUUM CLEANERS



THE INVINCIBLE BABY VACUUM CLEANER

Runs on any lighting circuit.

The only machine with patent swivel handle; will get under any piece of furniture 2½ inches from the floor.

The most complete set of tools furnished with any vacuum cleaner, comprising curved aluminum tube handle with swivel joint, hose and floor tool.

MADE IN CANADA

Write us for prices and particulars of our full line.



H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

LIMITED

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES



DAVIDSON'S "EUREKA" Cheese Factory Milk Cans

The neatest, cleanest and most sanitary Milk Cans made. 22 gauge tinned iron bodies with Flush Side Handles. Made in all sizes from 10 to 40 gallons. The absence of the centre hoop improves the appearance of the Can, and greatly adds to its wearing qualities.

The absolutely plain body offers no opportunity for moisture or dirt to lodge and cause corrosion and rust, as it frequently does when cans are furnished with Centre Hoops.

Fitted with our Patent Heavy Rolled Rim Bottom, they slide easily, and will not tear or mutilate factory floors or wagons.

Prices on Application.

The Thos. Davidson Mfg. Co., Limited

Toronto

Montreal

Winnipeg

THE STEEL COMPANY OF CANADA

HAMILTON, CANADA LIMITED

WIRE WIRE NAILS WROUGHT PIPE

Every Length of Pipe is Tested
before leaving our Mills.

UNIFORMITY is a quality found
in our products which makes it
very convenient to use our lines,
and at the same time increases
the life and usefulness of them.

Business as usual Service unusual

SALES OFFICES:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN, N.B. HALIFAX

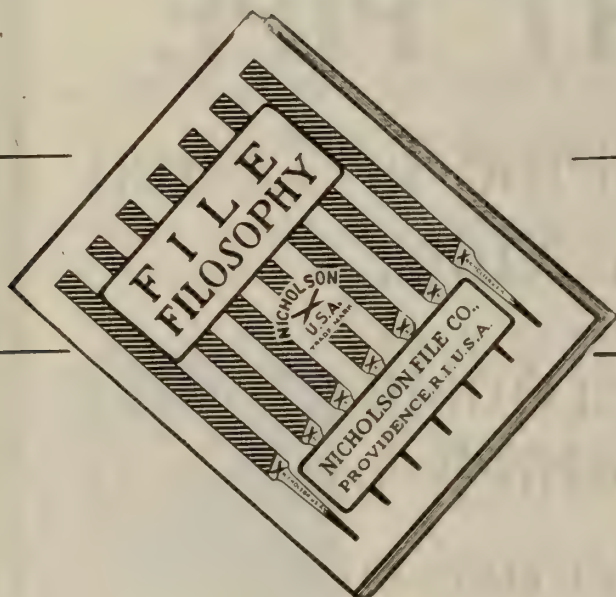
You Can Swing Big Trade On A Small Stock

With "FILE PHILOSOPHY" And
OUR CATALOG

You can swing big file-trade on a very small stock of the "Famous Five":

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

(Made in Canada)



With swift shipments from our huge factory stocks, you can meet any quantity demand.

With "File Philosophy," you can give expert advice on how to choose and use files.

With our Catalog, illustrating 600 different files, you can "talk business" to file-users in every line of trade.

And with our complete line of 4000 efficient patterns, you can control the bulk of the local file-business—just as we control 90% of the national file-trade.

Write for FREE copies of "File Philosophy" and our Catalog TO-DAY. They will give you new view-points on the file-business that should mean more net profit for YOU.

NICHOLSON FILE CO.

Port Hope

Jobbers
Everywhere

Ontario

Use The Coupon!

Name

Address

Dept. 1



A Tool That Attracts Trade

Any workman to whom you show this Extension Bit Holder will at once recognize its extreme utility for just such difficult jobs as that pictured above. He will see, without your even showing him, how necessary it is for getting into otherwise inaccessible places.

MILLERS FALLS EXTENSION BIT HOLDER No. 6

Outer sleeve telescopes over inner spindle, combining lightness with strength and making it handy to carry. Chuck with four reliable, strong, steel jaws, in one piece, grips firmly over shoulders of bit stock shanks. Follows bit $\frac{5}{8}$ inch or over into their bores. Made of best steel, handsomely polished. Length collapsed, $16\frac{1}{2}$ in.; length extended, 24 in.

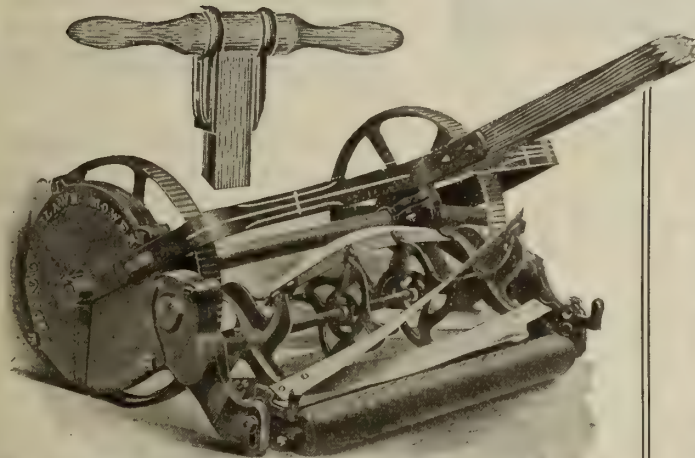
Millers Falls Tools Make Sales Sure

Your stock should certainly include Millers Falls Hand Drill 1980, Breast Drill 112, Bit Brace 872, Hack Saw 1027, Bench Drill Press 210 and Acme Mitre Box—new Millers Falls Tools that have already established a universal reputation for time and labor-saving qualities. They will help you attract and hold the most desirable trade. If you haven't our catalog, send for it now.



MILLERS FALLS CO., Millers Falls, Mass.

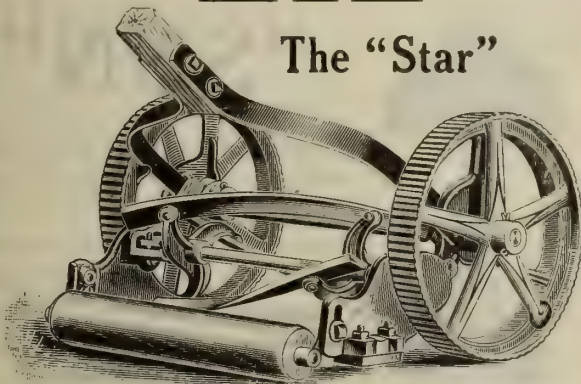
With Taylor-Forbes



The "Adanac"

Thoroughly High-Class.

Special crucible Tool Steel, oil tempered.
Equipped with train of gears.
Best quality material used throughout its construction.
All parts easily adjusted.
Four blades—10½-inch wheels, 6½-inch cylinder.
Sizes—17 in., 19 in., 21 in.



The "Star"

Cast steel knives, oil tempered. Adjustable half-box bearings on cylinder shaft. Adjustable bottom knife. Wood rollers of hard maple. Three and four-knife cylinder, 9-inch drive wheels. Same high-grade steel used in this Mower as in the Woodyatt. Sizes 12 in., 14 in., 16 in.

The Taylor-Forbes GUARANTEE

If for any reason, at any time within one year from date of purchase, the purchaser of a Taylor-Forbes Lawn Mower is not satisfied with this purchase, we **INSIST** on giving him a new machine or refunding his money.

Lawn Mowers

ON HAND YOU CAN CONFIDENTLY RECOMMEND YOUR LINE OF LAWN MOWERS AS UNEQUALLED IN QUALITY, FINISH AND MECHANICAL FEATURES.

Over 40 years of specializing in lawn mowers has put our product in the lead and in the highest estimation of all who know.

Place your order with your jobber now. If he cannot supply you—we will ship when wanted.

The Taylor-Forbes Co., Limited

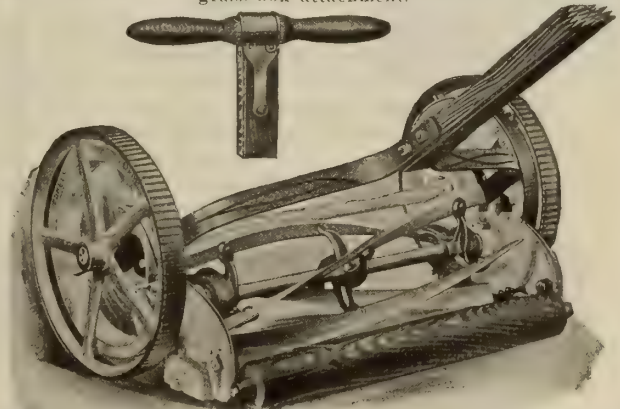
Head Office and Works: GUELPH, ONT.

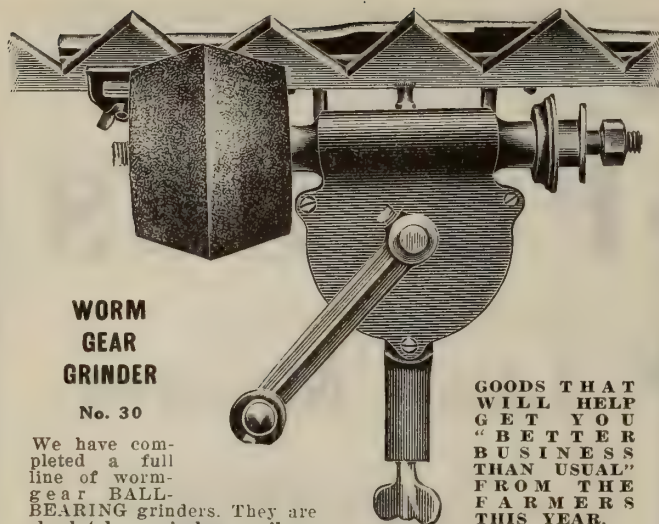
BRANCHES AND AGENTS:

Taylor-Forbes Co., 246 Craig St. W., Montreal.
Canadian United Mfrs. Agency, London, England.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. E. Moulden & Son, Travelers Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

The "Empress"

Open four and five-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened, adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared, polished steel shafts. Cheeks easily attached. Made with grass-box attachment.



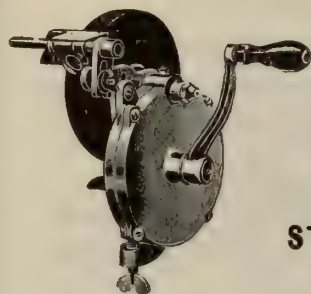


WORM GEAR GRINDER

No. 30

We have completed a full line of worm-gear BALL-BEARING grinders. They are absolutely noiseless, oil-retaining, dirtless, fast and easy running; made for both sickle grinding and tool grinding. No. 30 is fitted with a large sickle wheel $4\frac{1}{4}$ " in diameter, with malleable iron attachment.

GOODS THAT
WILL HELP
GET YOU
"BETTER
BUSINESS
THAN USUAL"
FROM THE
FARMERS
THIS YEAR.



PERFECTION GRINDER No. 16

This is a very practical size machine, and it will prove a very good seller. Made of material of a quality that assures maximum service and satisfaction. Fitted with combination tool rest, chisel holder, etc., making it the MOST VALUABLE MACHINE ON THE MARKET.

STAR SPECIALTY MFG. CO.
227 West Erie Street, CHICAGO

RIVETS

THERE ARE MANY PURPOSES FOR WHICH YOU CAN USE ALUMINIUM RIVETS. REPAIRS TO MOTOR MUD - GUARDS, LAMPS, UTENSILS, STRAPS AND LEATHER ARTICLES, ETC.

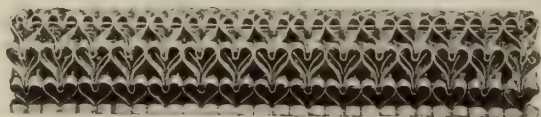
WE HOLD A VERY LARGE STOCK OF CLEAN, BRIGHT ALUMINIUM RIVETS, ROUND, BRAZIER, OR TRUSS HEAD IN ALL OF THE USUAL SIZES. LET US SEND YOU A FEW SAMPLES.



**THE
British Aluminium Co.**
of London, England Limited
60 W. FRONT ST., TORONTO

Eastern Agents: Spielmann Agencies, Montreal.
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Another Good One For Profit



Heart-Shape Flexible Steel Mats

SURE SELLERS WHEREVER THE OLD-FASHIONED GERM-HARBORING JUTE BRUSH OR RUBBER IS IN GENERAL USE.

Our Flexible Steel Mats are made of best galvanized material, in any and all shapes and sizes for every requirement.

They are perfect scrapers and can be reversed after long service, making two mats in one.

Flexibility of construction—the ability to conform to uneven spots is attained at no loss of strength, by means of FOUR-FOLD-CONSTRUCTION AT THE JOINTS.

Get down your request for full information now.

**Andrews Wire Works
of Canada**
Limited
WATFORD, ONTARIO



"SUN" Stand Lamp
No. 343.
Over 100 snappy
styles of Fixtures.

"SUN"

Gasoline Lamps are ready sellers and with liberal margin.

Safe, convenient, clean, odorless, economical—satisfactory the world over for years. Truly

"The Sun Outshines Them All"

in SALES as well as
"SUN" light.

"SUN" Brass Blow Pipe
for Plumbers, Painters
and Electricians.

IT LASTS
And Does The Work.
Made of best brass.

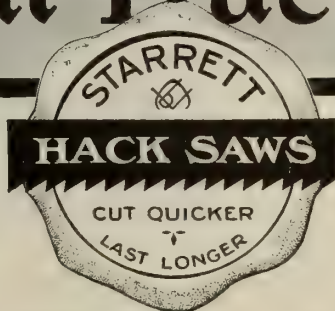
Send for Catalog and
Trade Discount.



"SUN" Brass
Blow Pipe is
what they all
want.

SUN LIGHT COMPANY
1525 Market Street, Canton, O., U.S.A.

Starrett Hack-Saws



For Use in Hand Frames or Power Machines

All you men who sell hardware know how much complaint there is about unsatisfactory hack saws.

We know you can prevent complaint and secure and develop good trade in this line by stocking and selling Starrett Hack Saws. Listen. You know we make the finest tools and instruments in the world. We also make hack saws. We will stake our whole reputation as toolmakers on the qualities of those hack saws. Think of that.

Why We Know We Are Right

We are not risking our reputation on an untried product. All the facilities of our huge plant have been at our disposal in making all kinds of tests. We do not do things by halves. We made tests on all kinds of steel, we made hack saws of all widths, thicknesses, and of various numbers of teeth. From these tests we have picked out saws, each suited to a certain kind of work and we are willing to back these saws because we have tried them and proved them. What more can we say?

Where They Are Used

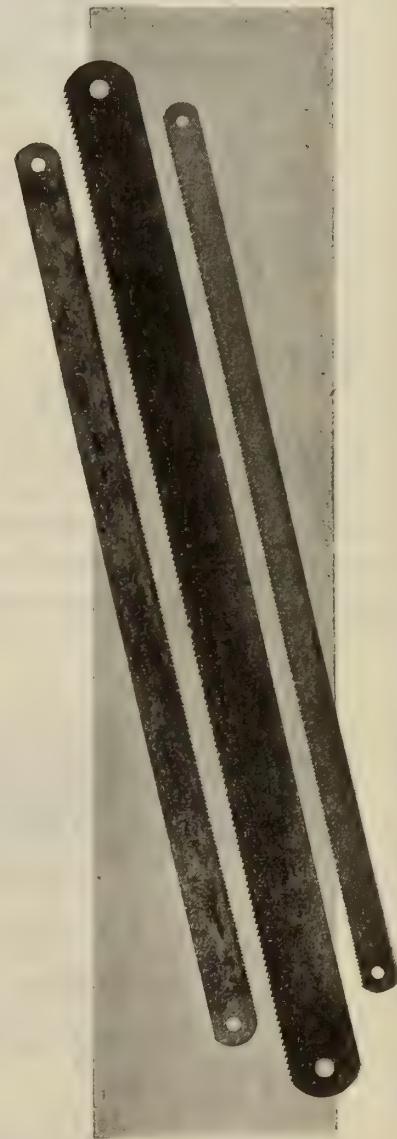
Starrett hack saws are made in different styles and sizes so that a perfect saw is

available for practically any job of metal cutting. The styles include saws for use in hand frames on cast, rolled, and drawn metal shapes and heavier blades for use in hack saw machines on heavy high speed work.

Sell The Right Saw

There are saws with fine teeth for cutting brass tubing, etc., and flexible back saws for work where the saw may be strained. It doesn't make any difference on what kind of work Starrett Hack Saws are used,—if you only sell the proper saw for that work, your customer's costs will be reduced by using fewer saws and by faster work.

Don't wait for purchasing agents or mechanics to come to you for hack saws but send a card to factories in your locality telling them that you can supply them with Starrett Hack Saws. Help them select the proper saw by consulting our catalog No. 20M.A.



Write to us for a supply of these catalogs to distribute to prospective purchasers.

The L. S. Starrett Company, Athol, Mass.

World's Greatest Toolmakers

NEW YORK

LONDON

CHICAGO



BISSELL'S SPRING OFFER

is in force. It repeats the free sweeper proposition that has always had the enthusiastic approval of the trade, and contains other special advertising features that will interest every progressive merchant.

The Bissell Carpet Sweeper is as indispensable to-day as ever before for every day use in the home. This assertion is justified by the fact that our business for January was considerably ahead of January of 1914. This showing is also indicative of the return of normal business conditions.



We suggest that you write for a copy of our Spring Offer Announcement, which contains full particulars. Bissell sweepers sell at established prices that are uniformly maintained—both wholesale and retail.

The house-cleaning season is close at hand in which the Bissell will be in demand.

BISSELL CARPET SWEEPER CO.

(Largest Exclusive Manufacturers of Carpet Sweeping Devices in the World)

GRAND RAPIDS, MICH., and NIAGARA FALLS, ONTARIO

(Main Factory and General Offices)

(Canadian Factory)

NEW YORK, Sales and Stockrooms and Export Department, 25 Warren St. . . . PARIS . . . AGENCIES EVERYWHERE

WHEN trade begins to boom it will be exceedingly difficult to jump in, overtake and pass the man who continued, even in times of depression, to paddle his advertising canoe.

It will require a high power campaign and lots of anxiety to do it. Even at that the persistent advertiser may beat the other fellow to it.



"Here are coverings for high pressure and super-heated steam—for medium and low pressure and hot water pipes—for preventing condensation on cold water pipes—for preventing pipes from freezing—in fact, coverings for every condition.

"The merits of these coverings are widely advertised in scores of publications read by engineers, architects, manufacturers, mine owners, etc. There's a big opportunity for you in this field—and good profit.

"—And now examine these Samples of **JM** Pipe Coverings

"All these J-M coverings are in steady demand—all are good profit earners. Why not benefit by our quality-reputation, advertising, and service to users?"

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**Write our nearest Branch TO-DAY
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THE CANADIAN H. W. JOHNS-MANVILLE COMPANY, LIMITED

Manufacturers of Ready Roofings; Packings; Stove Lining; Furnace Cements; Pipe Joint Cement; Garden Hose; Fire Extinguishers; Spark Plugs; Dry Batteries; Roof Coating; J-M Regal Anti-Leak Stick; J-M Regal Roof Coating; J-M Elastic Roof Putty.

2659

TORONTO

MONTREAL

WINNIPEG

VANCOUVER



Calks



*Make firm footing for Horses on
slippery roads*

SIMPLE — RELIABLE — ECONOMICAL



No. 1



No. 4



No. 5



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Prevent injury to horses, and to the vehicle to which they are attached; such as a broken shaft, etc.

Put in a stock now—they're recommended by blacksmiths and users who know.

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Beware of imitations—WITHOUT RED TIPS THEY'RE NOT NEVERSLIPS.

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Canadian Factory and Office :

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TRIMO

A "PIPING" GOOD WRENCH



STEEL HANDLE

Trimont Pipe Wrenches are made in Steel Handles from 6-inch to 48-inch sizes inclusive. In Wood Handles they are made in sizes 6", 8", 10", 14" only.



NUT WITH NUT GUARDS

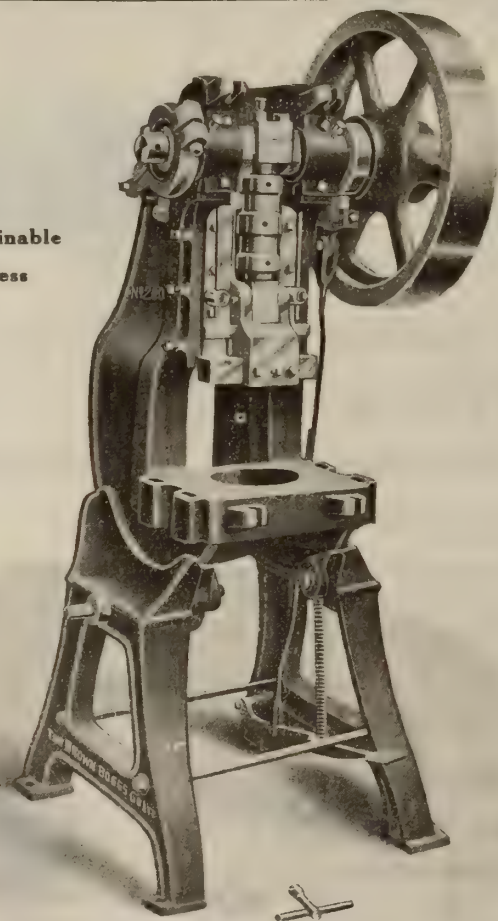


WOOD HANDLE

Send for Catalog No. 150

TRIMONT MANUFACTURING CO., Roxbury (Boston), Mass., U.S.A.

No. 200 Inclinable
Power Press



FOR ACCURATE POWER PUNCHING, the "BB" POWER PRESS is the most Logical Solution. **EFFICIENCY, POWER, RIGIDITY, CONVENIENCE, LONGEVITY** are the "BB" Essentials that bring out **ECONOMY** and keep it in **CONTINUOUS EVIDENCE**.

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Western Representatives:
Messrs. Bissett & Loucks, Ltd.

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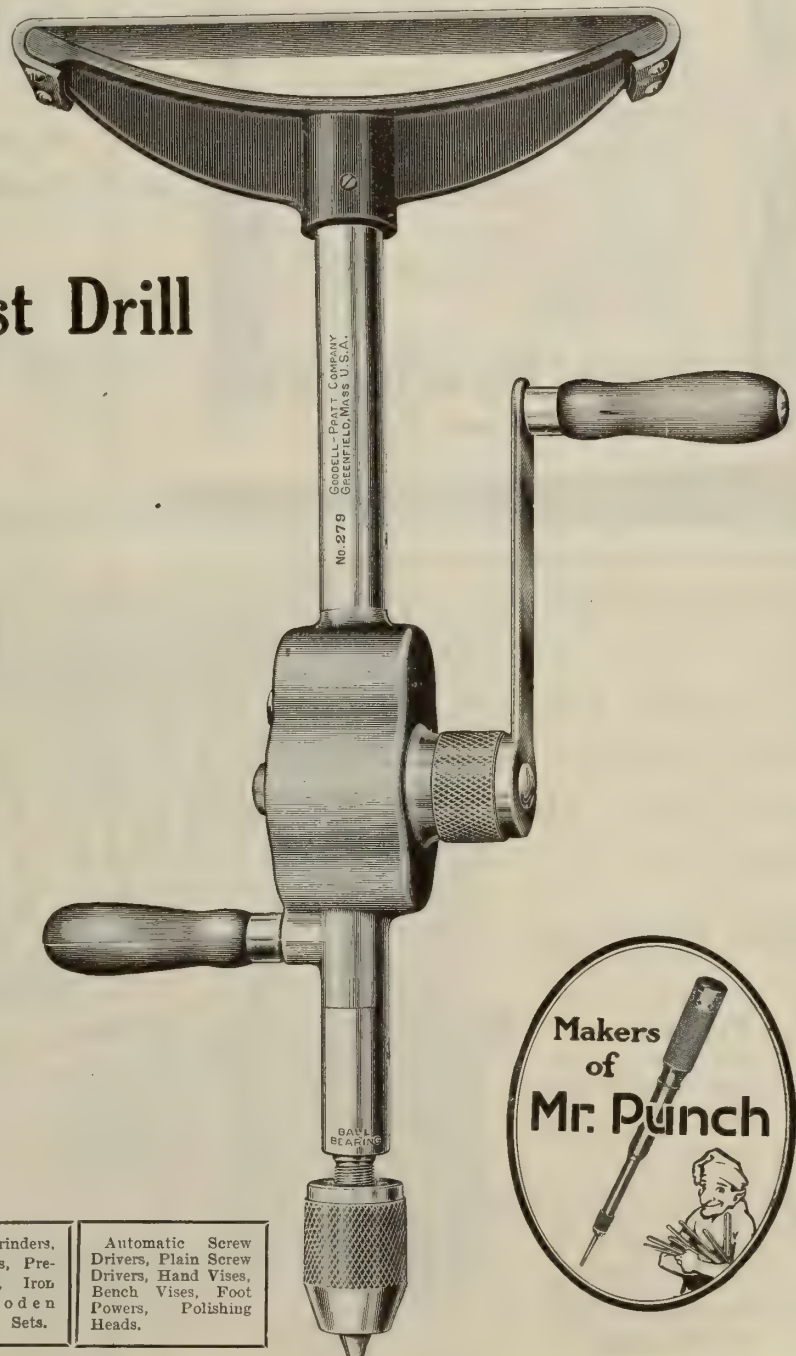
Goodell-Pratt's

1500 Good Tools

Do you want a tool that is absolutely new—different from anything else on the market—and one that will attract the attention of every mechanic in your vicinity?

High Speed Breast Drill No. 279

is just what you are looking for. It has two speeds—7 to 1, and 2 to 1—and a lock for the spindle. They are changed by turning the knurled ring between the crank handle and the gear casing. The whole drill with its gearing completely enclosed by an aluminum casing is a marvel of mechanical ingenuity and expert workmanship. The three-jawed chuck holds round shank drills all sizes up to 1/2-inch in diameter. All aluminum parts are polished and the steel parts are polished and nickel plated. The gearing is packed in heavy grease.



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Drills, Ratchet
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very profitable

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Makers' Chisels and
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Turning Tools.

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particulars.

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quires no extra
fittings to convert
it into a power
machine. The
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of a belt is necessary to
open or close the cover.

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the farmers.



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AUTOMOBILE Oils and Lubricants

Have been tested
Have been tried
and have satisfied.

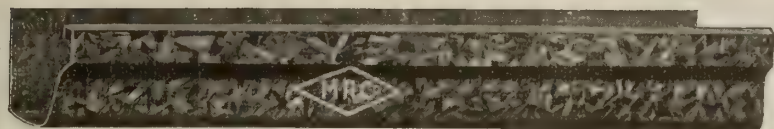
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Not made for any particular car but gives entire
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Is a trade winner, and is THE ONLY OIL NOT
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Be prepared for the opening of the Automobile
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Prairie City Oil Co., Limited
WINNIPEG, MAN.



BUY OUR Die-Stamped Trough

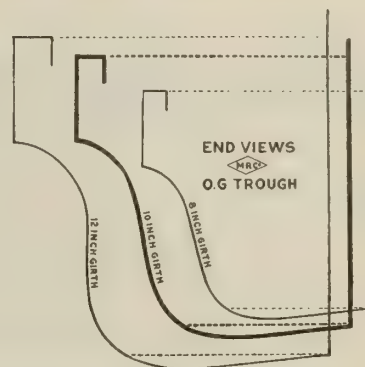
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Our trough joints look as though "they just grew together."

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TORONTO Manufacturers and WINNIPEG



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Back being slightly higher than front, forces all water to leave by front, and sloping bottom forms a drip to prevent it running back to fascia board. Drip from leaks at joints also falls clear of fascia.

Sloping bottom throws all water to one point, facilitating drainage under scant fall and preventing rotting.

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AVOID DRAFTS
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Made only by
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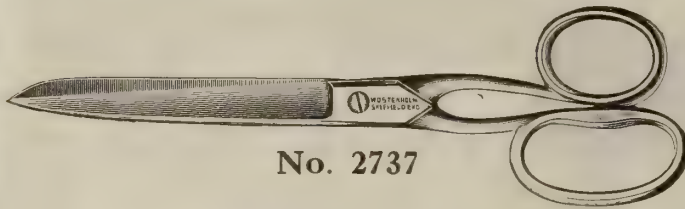
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The reliance
that can
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should be your
reason
for recommend-
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No. 2737

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Best quality all-steel scissors, nickel bows and blades, screw joint, light model.

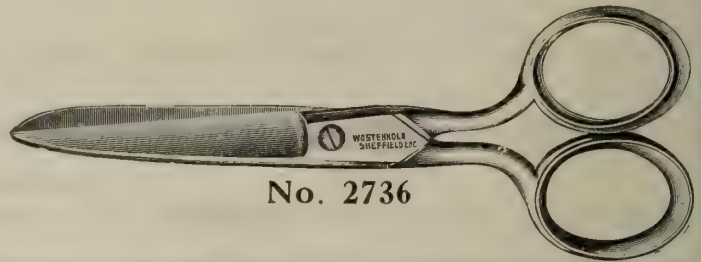
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Stocked by all leading jobbing houses.

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A. Macfarlane & Co., Montreal
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No. 2736

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No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

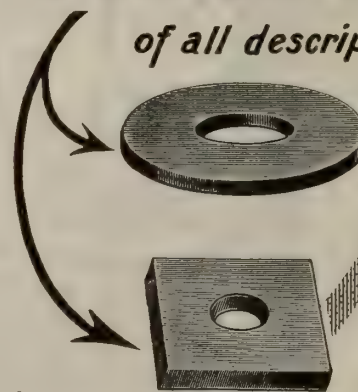


Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
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Wrought and Steel Plate WASHERS

of all descriptions



Round & Square
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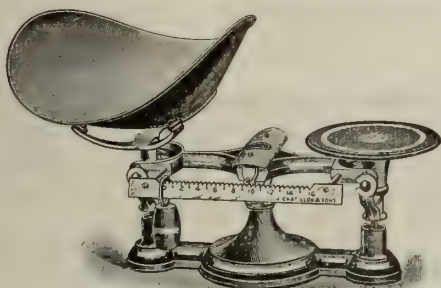
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That will probably be the last roofing sale, or sale of any kind that you will ever make to him.

Soon his roof begins to leak, dry out and go to pieces. He complains. The manufacturer does not stand behind you. You lose a customer.

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have been the means of making countless friends for dealers all over the country.

The Johns-Manville Co. rests its fifty-year reputation for quality on their performances in actual service. It stands back of every roll that is sold.

This means permanently satisfied customers—and a constantly growing business for you as a result.

Write nearest branch for special dealer proposition.

THE CANADIAN
H. W. JOHNS-MANVILLE CO.,
LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER



"Competition Is a Word of the Past to Peerless Agents"

That's the way Peerless dealers speak about their agency. Read what this experienced dealer says about Peerless fencing. Note his Peerless sales ran six times greater than that of other fencing. Look—

The Banwell-Hoxie Fence Co.,
Hamilton, Ont.

Middlemiss, Ont., Jan. 8, '13.

Gentlemen:—I have been selling fence for the past seven years and in that time have represented several different firms. It gives me pleasure to say that I took the agency for your fencing for 1912 and have sold in that one year more fence than in the other six years of my business, and the best of it is I have not had one complaint in any way against Peerless fence. Different from most fences it stretches flat and all wires of even length; the lock is tight and strong and the quality of the wire is of the best. There is very little other fence used in this district and competition is a word of the past to the agent for Peerless fencing.

Yours truly, J. A. McDONALD.

This is but one of many similar dealer's letters in our files. Everyone is enthusiastic about his Peerless agency. Everyone has nothing but praise for Peerless fencing—the fence that saves expense.

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is made of the best Open Hearth steel fence wire—tough, elastic and springy—and will not snap or break under sudden shocks or quick atmospheric changes. Our method of galvanizing prevents rust and will not flake, peel or chip off.

The joints are securely held with the "Peerless Lock," which will withstand all sudden shocks and strains, yet Peerless Poultry Fence can be erected on the most hilly and uneven ground without buckling, snapping or kinking.

The heavy stay wires we use prevent sagging and require only about half as many posts as other fences.

We also build Farm and Ornamental Fencing and Gates.

Do You Want the Peerless Agency?

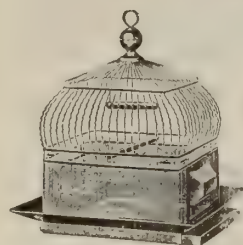
We still have some valuable territory open to good reliable dealers. Do you want it? Do you want to be the leading fence dealer in your locality? Then write us. Ask for our dealer's proposition now before someone else gets ahead of you.

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Winnipeg, Man.

Hamilton, Ont.

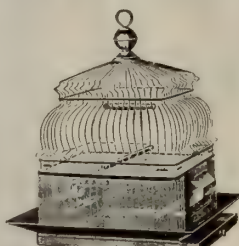
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No. 440

In the building of bird cages "HENDRYX" leads—other manufacturers follow. The best spring brass wire is used.



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IT DOES AWAY WITH AWKWARDNESS IN UNROLLING, SAVES MUCH TIME, DIS-

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Price, \$1.00 per pair.*

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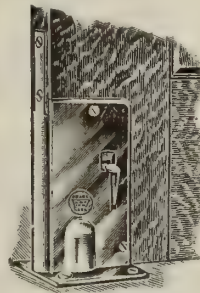
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TRADE BUILDING

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Chicago Spring Butt Company

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IN BLACK,
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The Season for Fireplace Fixtures and Spark Guards is now on. Have you a supply of stock sizes?

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Sample order solicited:

Fine Polished Colored Handles

No. 1 Canada, 5 String	- - \$4.50
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6 Dozen lots and up delivered—Ontario

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HORSE-SHOE BRAND WRINGERS

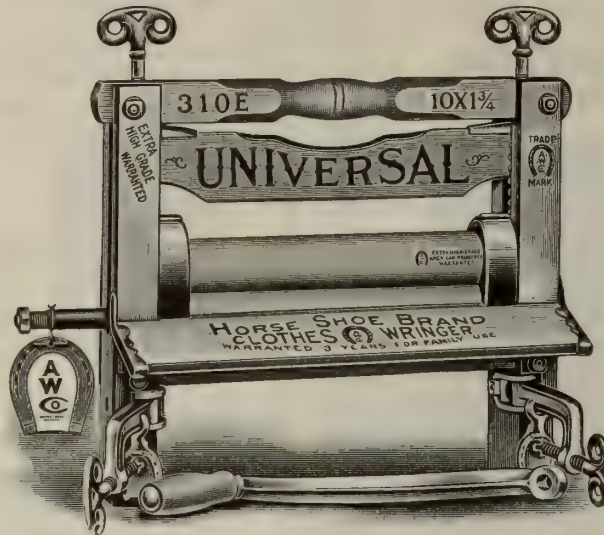
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WARRANTED to give satisfaction.

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Plain Bearings
and Steel
Ball Bearings

Enclosed
Cog
Wheels



Plain Bearings
No. 340E
" 341E

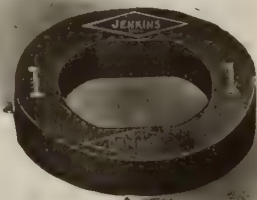
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Stocked by all dealers.

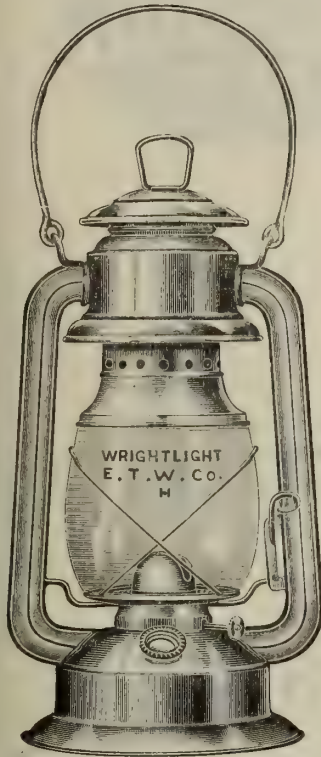
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As We Propose to Prosecute all Infringements on the Patent of Our

WRIGHTLIGHT LANTERNS



The **ONLY** Cold Blast Pattern that is **ORIGINAL** and **GENUINE**. With **PATENTED UNDETACHABLE EARS**, swedged around the tubes, and "mushed" firmly in between the junction of tubes and body—a tenacious, solderless grip, that cannot be torn loose.

We are the original inventors and patentees of this feature, which is found on **WRIGHTLIGHT** Lanterns only. Patented in Canada and the United States.

That the value of this invention is understood by the makers of other Lanterns, is clearly evinced by the numerous **attempted imitations** that are constantly appearing.

BEWARE of these imitations—**BEWARE** of infringements of our Patent—**STICK** to the **genuine WRIGHTLIGHT**.

The other merits of the **WRIGHTLIGHT**, exclusive of the Patented Undetachable Ear feature, recommend it to all in search of a brilliant, powerful, long-time light-giving Lantern.

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TUBES—Two-piece, pressed, swedged and ribbed **longitudinally**. Perfectly smooth interior surface for air passage. Uninterrupted air circulation is a paramount feature to insure a steady burning flame. There are no holes in our tubes to put the Lantern out—accidentally.

BAIL—Self-erecting, attached to Undetachable Ears.

LIFT—Inside, works easily and with precision.

WELL—Dome shape, drawn in one piece, perfectly leak-proof.

BOTTOM—Concave—bulged upwards—cannot touch the ground.

GLOBE WIRES—Clasp globe firmly, and won't let it fall out.

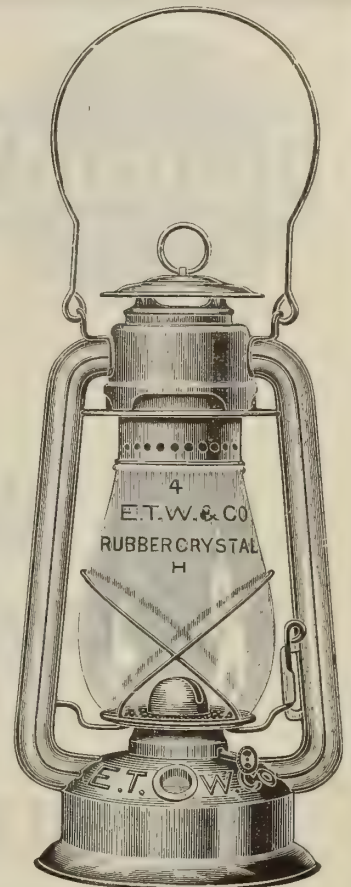
BURNER—Steel, locked on. Can't come off until twisted sideways.

GLOBE—Long or short, to suit the individual tastes of all customers.

STOCK—I. X. Charcoal throughout, with bright, heavy, pure tin coating.

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Improved Patent Flush
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Linen, Metallic and Steel

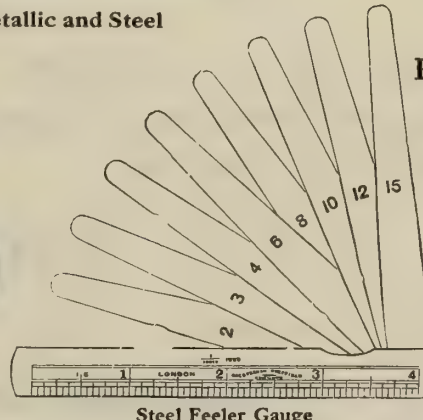
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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, MARCH 6, 1915.

No. 10

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Are galvanized after assembling, making *doubly* sure that all seams and openings are absolutely sealed.



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It's "STANLEY"—Not the Automobile but the HARDWARE.



A complete set in one package ready to pass over the counter. Circulars and information on request to Dept. R.

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3 pairs No. 960-10 inch T Hinges with reversed pad; 1 No. 1055-6 inch Chain Bolt with 3 staples; 1 No. 1056-6 inch Foot Bolt including floor plate; 1 set No. 1260 size 4 Thumb Latch with padlock eyes; 1 No. 1257 size 4 handle. Set is furnished in Dead Black Japan and is packed complete with screws.

The Stanley Works New Britain
New York Chicago Conn.



HARDWARE^{AND}METAL

Vol. XXVII.

MARCH 6, 1915

No. 10

The Workmen's Compensation Act

Provisions of the Much-Discussed Workmen's Compensation Act Explained by Mr. Kingston of the Workmen's Compensation Board Before the Retail Hardware Convention.

ONE of the most interesting features of the hardware convention on closing day was an address by Mr. Kingston, of the Workmen's Compensation Board, on the provisions of the Workmen's Compensation Act.

The question has been taken up several times by Hardware and Metal, and after the new Act went into force a short time ago a great many letters from retail hardwaremen arrived at the office of Hardware and Metal asking for particulars regarding individual cases. A number of merchants stated that they had been overcharged or in other words had been charged a great deal more than it had cost for protection by insuring with insurance companies. Many of these merchants took the matter up with the Compensation Board, and secured reductions. It was found that the officers of the board were particularly desirous of remedying any errors which had been caused by misunderstanding. In opening his address Mr. Kingston stated that the Act did not apply to retail and wholesale hardware men. It was only when they engaged in contract work, roofing, etc., that they came under the provisions of the new Act.

Going into further particulars he pointed out that the Act had divided employers of labor into two classes. Those coming under the first class were subject to the provisions of the new Act; that is, they were compelled by law to pay in accordance with the Compensation Act, a certain percentage on all the labor they employed. Those who did not come under the first class were automatically exempt from its provisions. That is, they employed labor under old conditions and in cases of accidents to any employees, were liable for damages if the injured employee could prove his case. The only difference that the passing of the Act made to those under class 2, was that the old safeguards which in the past had enabled escape from paying damages to injured employees had been

removed. Up to the time that the new Act went into force, an employer who could prove contributory negligence on the part of the injured employee, could escape paying damages; neither was he liable for injury caused by the carelessness of a common employee; the fact that the employee had assumed the risk by taking employment when he fully understood the situation had served as a defence. None of these causes would entirely exempt employers under class 2 in future.

Retail merchants were not included under the first class. Hardware men who employed sheet metal workers, plumbers, steam fitters, electricians, on outside work, would come under the Act in so far as this part of their business went. The assessment on outside work was quite absolute—that is, it was imposed without any exclusion in point of numbers employed. In cases, however, where hardware men employed men in tin shop work but not on outside work they did not come under the Act, if they did not employ more than three men. Where more than three were employed they had no option but to place that branch of their business under the jurisdiction of the board. If they had three or less in the tin shop it was optional with them. In cases where sheet metal workers were employed on both shop work and outside work the employer was expected to make a return to the board, based on the percentage of time employed on the outside work. For instance, if a hardware man paid out \$3,000 in salaries in his tinshop and reckoned that half of this was paid for outside work he would make his return on \$1,500 annually. The percentage assessed on salaries of men employed on outside work was 2 per cent. for plumbing and 2½ per cent. for sheet metal work, roofing, etc. The percentage for shop work in tinsmithing, was 1.20 per cent.

H. H. Occomore, Guelph, Ont., stated that he had found his cost materially in-

creased since he had given up his policy with the guarantee companies and made his returns to the board. This had been due partly to the fact that he had not divided his pay roll according to inside and outside work and also that the estimate he had sent in had been based on last year's work which was bigger than the amount of business he was doing during the present year.

Mr. Kingston pointed out that the board were anxious to have all mistakes adjusted and that where an employer was paying on last year's figures, despite a shrinkage in business this year, the matter would be satisfactorily adjusted. The reason for the advance in rates over the old liability rate was that the responsibility assumed under the Act is much greater.

President Macpherson, of the O. R. H. & S. D. A., told of a case where a man who had been doing a large business in laying cement sidewalks on contract had been forced to pay \$80, and was not at the present employing a single man.

Mr. Kingston pointed out that the money which this man had paid in was really held by the board in trust for him and it will be held to that man's credit until he makes returns showing that he has actually spent in wages the amount on which this assessment had been made. In case of his death the amount due him would be refunded to his estate. In case of failure the amount would be regarded as an asset for the assignee.

Going further into the question of the responsibility of the individual employer Mr. Kingston pointed out that hardware merchants who employ no men for outside work were absolutely barred. This had been due to some extent to the attitude of the Retail Merchants' Association who had opposed any suggestion of retailers coming under the Act. For those who came under the Act, who were obligated under law to report to the board, failure to make the report might

(Continued on page 43.)

The Question Box Discussion

Many Questions Taken Up at the Question Box Discussion on the Last Day of the Hardware Convention—Comparisons of Prices Paid.

AS promised in last week's issue of Hardware and Metal, when an almost complete report of the Retail Hardware Convention proceedings was published, the "Question Box" Session is appearing in this issue. Many important questions were taken up and freely discussed by the members present at the sessions on Thursday.

Checking Freight Bills.

The first point taken up was the advisability of checking over freight bills. In this connection W. A. Rankin, of Ottawa, stated that he had been closely checking his bills for the past year, and had found that 75 per cent. of them were wrong in one particular or another.

President Macpherson explained that the association had been going into this matter. A year before he had kept all his freight bills for a year and had had Mr. Oecomore, of Guelph, do the same. These bills had then been sent to a freight official at Montreal, who had checked them over and had sent back assurance that they were uniformly correct.

Mr. Oecomore stated that, despite the report received, he had been inclined to doubt the accuracy of the conclusions reached by the inspector. Last year he had noticed an overcharge on a bill for tin plates, and as a result had checked back over all his tin plate bills for a year. He had discovered that from March, 1914, on he had been paying an overcharge on tin plate on practically all bills.

Mr. Mistele, of Rodney, pointed out that the local freight agents have autho-

rity to correct mistakes, provided that the matter is brought to their attention before the bill is paid.

E. J. Creper, of Owen Sound, brought up the point of the different classifications for crated and uncrated washing machines. He had found practically all machines shipped, whether crated or uncrated, were billed at the higher rate.

R. H. Hawkins, of Smiths Falls, suggested that a committee be appointed to interview the railway companies with a view to getting a simplified statement of classification for hardware goods.

E. J. Creeper—"If possible could we not get some of the classifications reduced at the same time?"

Mr. Hawkins then moved, seconded by Mr. Rankin, that the advisory committee be requested to procure a proper classification of goods handled by hardware and stove dealers, and that copies of same be supplied to the members.

Mr. Samson, of Blenheim, stated that, although he had very frequently protested a bill, he had never yet been able to get a cent back from the railway companies.

R. Wells, of Dresden, brought a case to the attention of the meeting. A carload of cannell coal had been damaged in transit and he had put in a claim for \$120. Although the matter had been pending for a year and three months, he had not yet been able to get a settlement. He wanted to know what would be the best course to pursue.

The matter was discussed, and it was decided that the Advisory Committee would take it up and see that the matter was attended to at once.

Get Lower Prices.

The next question discussed was: "Should a retailer, when he purchases goods which he knows are sold at a fixed price, endeavor to get a lower quotation? Is it honest to do so?"

It was the consensus of opinion that, wherever it was possible to get goods at a lower price than the one quoted, it could not be claimed that the goods were sold at a fixed price. Retailers, therefore, were justified in endeavoring to get as close a price on everything as could be obtained.

The Average Business.

"What is the average business done by a hardware man in a town of 3,000 population?" This question brought out an interesting discussion, particularly with regard to the percentage to be allowed for overhead expenses. No definite information was obtainable as to the amount of business which should be done, as everything depended upon conditions, amount of capital, etc.

President Macpherson, of Prescott, Ont., stated that he believed where a business of \$35,000 was done in a year in a town of this size, it would be found that overhead expenses ran anywhere from 17 per cent. to 20 per cent.

Mr. Oecomore of Guelph stated that he had figured very carefully and had found that it was impossible to get along at less than 17 per cent.

Mr. Conn of Tillsonburg believed that, from his experience, it was impossible to figure at less than 20 per cent. If any could run their business



Group photo taken during the Hardware Convention at Toronto last week.

on a lower percentage he would like to know how they managed it.

Mr. Rankin of Ottawa stated that the smaller the place the larger the percentage necessary for overhead charges. He had sometimes been able to get along on 11½ per cent. and the highest he had ever figured it was 14 per cent.

Mr. Wells of Dresden reckoned his expenses at 17 per cent.

False Advertising

"What can be done to a man who does false advertising and how would you go about it?" In answering this question Mr. Wright, of Hamilton, quoted a case which had occurred in his own city. A departmental store there had advertised watches for sale at \$5.75 below cost which were offered, according to the ad., by the retail trade at \$12 regularly. The jewellers of the city had had a summons issued and the case had been tried before a magistrate. It had been proven that the watches were not sold below cost as the regular cost price was \$4.50. It was further proved that these watches had never been offered by the retail trade at \$12. The magistrate had fined the departmental store \$100. This was an instance of false advertising. He pointed out also that plated silverware must now be marked plated in advertisements or the advertiser would be open to prosecution. Some retailers might infringe this regulation through carelessness. "The Government has opened up to protect ignorant buyers," stated Mr. Wright.

Mr. Sampson, of Blenheim, held up a copy of a Toronto paper and quoted one statement from an advertisement to the effect that watches sold regularly at \$32 were offered at \$20. He wanted to know if this style of advertising was dishonest.

The consensus of opinion on this point was that the ad in question would not be counted legally as false advertising as the store in question might have been endeavouring to sell this same line of watches at \$32 previously.

Some information with reference to machines for making rope out of binder twine was bought out as the result of a question. Mr. Conn of Tillsonburg pointed out that some of his customers had bought these machines and had found that they worked satisfactorily. He believed that the price paid was \$5 for them. Mr. Oldham of Weston stated that the machines were used for making tie rope only.

Selling Outside Trade

A short discussion arose when the following question was taken from the box: "Should we continue to do business with firms who sell to others than the retail trade?" In this connection

one member quoted an instance which had come to his attention. A firm which had been selling to him went to a firm of contractors—one of his own customers—and sold them stoves, camp heaters and other supplies at a considerably lower price than he had been able to. He had found out about this and complained to the firm in question and as a result had been given a discount of 10 per cent. on the next bill of goods that he ordered from them.

Col. Gartshore Speaks

An interesting episode at the morning session was a visit from Col. Gartshore of the McClary Mfg. Co. London as a result of the statement which had been made with reference to the sale of enamelware to a certain departmental store, supposedly at factory cost in connection with a sale held by this store to



D. A. McNAB,
of, McNab Bros., Orillia, elected member
of executive, O.R.H. & S.D.A.

increase sales and thereby keep factories busy. "As you all know we are supplying goods at cost all the time," said Colonel Gartshore in introducing the subject. This produced a laugh and the speaker went on to state that he was in a position to positively deny the insinuation that the McClary Co. had sold to this store on the basis indicated. He stated that, when it had first come to their attention that it was claimed that they had supplied goods to this store, the Company had thought of denying it but had decided that it would be better to ignore the matter, depending upon their friends to justify them. It was necessary, he said, to allow latitude to those who advertise extensively. These parties had doubtless been exercising that privilege. "If we have any favors

to give it will be to the retailers", stated Colonel Gartshore.

Goods Worth More

He went on to give some interesting facts with reference to present and future prices on certain lines. As a result of the war there had been general advances in goods into the manufacture of which iron and steel entered. As a result of this everything that hardware men had in their store was worth more than they had paid for it. Speaking for manufacturers of enamelware, etc., he stated that they had not taken advantage of the opportunity to advance their prices. In fact, prices had not been advanced in any degree to correspond with the increase in cost of manufacture. Tinware and enamelware had recently been advanced about 2½ per cent., which did not cover the advance in the raw material alone. The cost of manufacturing galvanized ware had been increased 25 per cent. by the advance in spelter which had gone up 100 per cent. Despite this the manufacturers had kept prices very much on the old level and would if necessary advance rates by slow degrees only. He predicted that there would be higher prices in these lines later on in view of conditions and the rising prices on the primary market.

At the conclusion of Colonel Gartshore's address, a telegram was read from the Thomas Davidson Co., Montreal, entering an emphatic denial on behalf of that company to their having made any arrangement with the departmental store in question.

Foreign-Made Goods.

Why do retailers buy foreign-made goods? was a question that caused considerable discussion.

Several members stated that there are a great many hardware lines not made in Canada, and as the demand for these lines is very heavy, it is absolutely necessary to buy foreign-made goods. One member stated that some customers demanded certain lines of foreign-made goods, and that he had to supply what his customers wanted. Another member referred to the co-operation in selling methods offered by some foreign manufacturers.

Selling at Cost.

Are manufacturers selling goods to Eatons at cost? This question also caused a number of members to give their opinions. It was pointed out that in some cases the T. Eaton Company was interested financially in some manufacturing firms. The one referred to particularly was engaged in manufacturing roofing and building paper, and it was stated that the Eaton Company offered tarred sheeting at 43 cents per roll.

It was also pointed out that the department stores very frequently sold goods below cost as an advertisement and in so doing put some manufacturers in an unfavorable light before some of the retailers who are not acquainted with the selling practices of the department stores. At this juncture the secretary read a telegram from the Sheet Metal Products Co., Toronto, stating that they had not sold goods at less than cost to the T. Eaton Co., although they knew that some of their lines had been sold at less than cost by the Eaton Company. President Macpherson explained how the department stores often sell certain lines of a manufacturer's product at less than cost, using them as leaders and that this feature, although objectionable from a retailer's standpoint, could not very well be overcome.

Country and City Prices.

Two members from small towns near Toronto pointed out that dealers in the small towns located near large business centres were badly handicapped in having to pay a country price, which is higher than the city price, and in addition they pay for packing, freight and cartage, which the city merchant escapes. Enamelware, glass and nails were referred to as being the three chief lines in which discrimination was shown. With regard to enamelware, it was moved by M. S. Madole, Napanee, and seconded by Mr. W. J. Carter, Picton, that the Advisory Committee consult the enamelware manufacturers with a view to having them adopt a scale of prices for enamelware on a sliding scale similar to the new arrangements made with regard to the sale of stoves.

Which is the best system to instal in a new store, a cash register or cash carrier system? This question brought forth many opinions. Some members thought the cash register was the best in all cases. Others were of the opinion that the cash registers are the best in small stores and carriers might be preferable in large stores where a cashier is employed.

U. S. Goods.

Why do American manufacturers go direct to the retail trade in Canada and what are the advantages of buying goods in the United States?

Some retailers were of the opinion that this question had not been put in the box by the retailer. It was pointed out that many manufacturers in introducing new lines send representatives around with samples of the goods. It was also pointed out by one retailer that direct representation often had the effect of lowering prices in certain lines. There was also another point to be considered, and that was that many lines offered by American manufacturers were not made in Canada.

Hardwaremen at Banquet

Names of Manufacturers and Representatives, Wholesalers, Trade Press Representatives and Retailers at Hardwaremen's Banquet at Toronto Last Week.

A COMPLETE report of the proceedings at the banquet tendered to the trade by the Canadian Hardware Manufacturers' Exhibitors' Association appeared in last week's issue of Hardware and Metal. Following are the names of the hosts and guests:

NAME.	FIRM.	TOWN.
MANUFACTURERS AND REPRESENTATIVES.		
John Billinghamurst	Boeckh Bros. Co., Ltd.	Toronto
L. W. Smith	Wells Bros. Co. of Canada	Galt
A. M. Smith	McClary Mfg. Co.	London
W. R. Yendall	Richards-Wilcox Can. Co.	London
C. E. Stewart	Jas. Stewart Mfg. Co.	Woodstock
C. A. Thomas	Sherwin-Williams Co.	Toronto
Geo. B. Dowswell	Cummer-Dowswell Co.	Hamilton
Adam Taylor	Taylor-Forbes Co.	Guelph
A. R. Tarlton	Ottawa Varnish Co.	Ottawa
W. J. Commings	Can. H. W. Johns-Manville Co.	Toronto
G. C. Albertson	Can. H. W. Johns-Manville Co.	Toronto
M. L. Vanstone	Maxwells Ltd.	St. Marys
R. McAlpine	Maxwells Ltd.	St. Marys
W. W. Howard	B. Moore & Co.	Toronto
E. C. Roberts	B. Moore & Co.	Toronto
S. Y. Dingee	Hy. Disston Sons	Toronto
R. O. Stevens	Hy. Disston Sons	Toronto
Jas. Hossack	Lufkin Rule Co.	Windsor
J. C. O'Connor	Dominion Register Co.	Toronto
E. H. Gurney	Gurney Foundry Co.	Toronto
F. W. Spry	Gurney Foundry Co.	Toronto
A. A. Bittues	Gillette Safety Razor Co.	Montreal
J. D. Dunn	Gillette Safety Razor Co.	Montreal
D. P. Cotter	Gillette Safety Razor Co.	Montreal
L. H. Hager	Gillette Safety Razor Co.	Montreal
Frank Lapp	Imperial Oil Co.	Toronto
S. W. Peet	Drayton Mills Ltd.	Drayton
John Stevely	Columbus Handle Co.	London
J. C. Towers	Consolidated Plate Glass Co.	Toronto
J. D. Robinson	Ottawa Paint Works	Ottawa
W. M. Gartshore	McClary Mfg. Co.	London
T. W. McKenney	Gutta Percha & Rubber Co.	Toronto
H. E. Wiles	Gutta Percha & Rubber Co.	Toronto
D. F. Griffith	Greening Wire Co.	Hamilton
H. C. Filsinger	Can. Heating & Vent. Co.	Owen Sound
W. R. Hance	S. F. Bowser & Co.	Toronto
C. H. Telford	The Martin-Senour Co.	Toronto
D. Trelford	The Martin-Senour Co.	Toronto
W. J. Good	Allan Munroe Color Co.	Montreal
J. E. Penfonell	Brandram-Henderson Co.	Toronto
J. E. Booth	Sanderson-Pearcy Co.	Toronto
N. D. Patterson	Auto Strap Safety Razor Co.	Toronto
S. C. Stapleman	Auto Strap Safety Razor Co.	Toronto
J. E. Morden	Wm. Harland & Sons	Toronto
F. W. Rose	Wm. Harland & Sons	Toronto
J. E. Bennett	Kir-Ben Ltd.	Almonte
J. W. Perkins	Kir-Ben Ltd.	Almonte
R. B. Johnson	Pinchin-Johnson & Co.	Toronto
F. L. Wemp	Pinchin-Johnson & Co.	Toronto
R. Edington	A. Ramsay & Son	Toronto
F. M. Tobin	Secretary-Treasurer Exhibitors' Association	Woodstock

WHOLESALE HARDWARE TRADE.

T. B. Williamson	President, Wholesale Hardware Association	Toronto
S. H. Alexander	Wood-Vallance & Co.	Hamilton
A. Prudhomme	A. Prudhomme Fils Cie.	Montreal
W. Starke	Starke-Seybold Ltd.	Montreal
A. E. Gilverson	Rice Lewis & Son, Ltd.	Toronto
G. C. Seybold	Cochrane Hardware Co.	Sudbury
J. J. Lawson	Rice Lewis & Son, Ltd.	Toronto
J. Hardy	Jenkins & Hardy	Toronto
W. H. Cruickshank	H. S. Howland, Sons & Co.	Toronto
P. O. King	Kennedy Hardware Co.	Toronto
R. P. Dickson	Sumner Co.	Moncton, N.B.
D. H. Foster	H. S. Howland, Sons & Co.	Toronto
G. F. James	Wood, Vallance & Co.	Hamilton
C. S. Stewart	Rice Lewis & Son, Ltd.	Toronto
G. C. Young	Lewis Bros. Ltd.	Toronto
W. F. Cotton	H. S. Howland, Sons & Co.	Toronto
J. H. Vernon	Rice Lewis & Son, Ltd.	Toronto
W. J. Cowan	Rice Lewis & Son, Ltd.	Toronto

THE PRESS.

J. G. Lorrigan	Hardware and Metal	Toronto
D. O. McKinnon	Commercial Press Ltd.	Toronto
G. R. Hornsberger	Commercial Press Ltd.	Toronto
Geo. D. Davis	Hardware and Metal	Toronto
W. L. Edmunds	Commercial Press Ltd.	Toronto
C. G. Brandt	Commercial Press Ltd.	Toronto
Weston Wrigley	Canadian Hardware Journal	Toronto
Jas. O'Hagan	Canadian Hardware Journal	Toronto
W. J. Bryans	Canadian Hardware Journal	Toronto

RETAIL HARDWARE TRADE.

C. F. Moorhouse	C. F. Moorhouse	Toronto
H. J. Smythe		Toronto
W. A. Rankin	W. A. Rankin	Ottawa
B. E. Webster	Webster Hardware Co.	Hamilton
W. F. Heideman	People's Hardware	Toronto
H. Stainton	People's Hardware	Toronto
W. A. Michael	Stainton & Michael	Toronto
R. P. Freek	R. P. Freek Hardware Co.	Toronto
R. Nicholson		Moncton
E. W. Teeter	Zimmerman & Teeter	Smithville

NAME.	FIRM.	TOWN.
John W. Zavitz	Munroe & Zavitz	Wallaceburg
R. E. Young	Young & Cross	Hanover
F. F. Baisdon		Cargill
F. K. Hope	Hope & Son	Perth
Reg. F. Scott	Blue Hardware Co.	Guelph
A. R. Bernhardt	Bernhardt & Spalding	Preston
Geo. A. Celliott		Brantford
A. H. Brownlee	Brownlee & Atkinson	Unionville
F. A. Murphy	C. Murphy & Son	Toronto
W. Magladery	Magladery Bros.	New Liskeard
H. P. Morgan	Morgan Hardware Co.	Peterboro
W. G. Pow	Pow & Wilcox	Tillsonburg
A. J. Wright		Hamilton
Geo. E. May	May Bros.	W. Toronto
M. Phillips	Phillips Hardware Co.	Toronto
W. J. Merritt		Toronto
R. J. Walkem		Tottenham
W. H. Manning	W. H. Manning	Coldwater
H. E. McClung	S. B. McClung & Co.	Trenton
Wm. Piper	May Bros.	W. Toronto
Geo. A. Davidson	Davidson & McInnis	Woodstock
Chas. C. Lee		Goderich
R. Smith	Smith & Schaefer	Bolton
Wm. G. Miller	Miller Bros.	Toronto
Albert Wideman	A. & H. Wideman	Markham
Jas. D. Smith	Smith's Hardware Co.	Baysville
J. W. Peacock		Toronto
J. E. Higgin		Toronto
W. A. Sylvester		Stouffville
J. V. Hill		Oshawa
S. W. Weldon		Toronto
J. C. McFadden		Toronto
F. E. Ellis	A. Welch & Son	Toronto
Geo. E. Davis		Toronto
G. D. Hubbard		Barrie
W. J. Carter		Picton
W. E. Magee		Toronto
E. Jas. Humphrey	W. E. Magee	Toronto
Wm. Bennett		Gananoque
J. M. McGregor		Oakville
A. G. Cumming	Art Metropole Co.	Toronto
David Deschamps		Montreal
W. D. Thompson		Owen Sound
W. F. Samson		Blenheim
Howard Fleming	Creepers & Griffin	Owen Sound
H. Ocomore		Guelph
A. Hay	Padget & Hay	Agincourt
G. B. Padget	Padget & Hay	Agincourt
O. A. Graham		Toronto
R. M. Clements	Clements & Co.	Milton
J. E. Mosley		Huntsville
Fred W. Otton	H. H. Otton & Son	Barrie
D. A. MacNab		Orillia
G. A. Binns	Binns Hardware Co.	Newmarket
Weston Wrigley	Secretary Retail Hardware Association	Toronto
Geo. Ferguson	Collingwood Hardware Co.	Collingwood
W. J. McIntyre	J. McIntyre	Whitby
Arthur W. Culmore	A. W. Culmore	Toronto
F. C. Bishop	F. C. Bishop	Norwich
L. B. Snyder	Snyder Hardware Co.	Berlin
R. Hadden	C. E. Hadden	Picton
E. M. Trowern	Secretary Retail Merchants' Association	Toronto
Wm. H. Acken		Toronto
F. E. Hutton		Toronto
F. A. J. Hunt		Toronto
S. Ward		Toronto
G. W. Boden		Toronto
T. Pinnell	Gilmour & Pinnell	Toronto
J. H. Hedley		Thornbury
E. T. Coleman	E. T. Coleman & Co.	New Dundas
R. A. Wells	R. A. Wells	Dresden
Fred Funston	Vokes Hardware Co., Ltd.	Toronto
W. F. MacPherson	W. F. Macpherson	Preston
M. S. Madole		Napanee
Thos. Wright	Wright Bros. Co.	Toronto
E. A. James		Toronto
W. C. Smythe		Toronto
W. J. Bell		Beaton
Chas. W. Conn	Conn's Hardware Co.	Tillsonburg
B. W. Ziemann	Dom. President Retail Merchants' Association	Preston
F. W. Barton	Barton & Fisher	Port Arthur
K. W. Matthewson	Matthewson Hardware Co.	Toronto
Geo. Matthewson	Matthewson Hardware Co.	Toronto
Gordon Colton	Colton & Lorrimer	Burlington
E. A. Whitten	The Whitten Co.	Bracebridge
J. Preeter		Zurich
Thos. Crooks, Jr.		W. Toronto
W. J. Jeffs		Dresden
I. F. Fraser		Picton
Thos. H. Boyd		Toronto
Nelson Mills	Mills Hardware Co.	Hamilton
Chas. Byford	Bond Hardware Co.	Guelph
Chas. J. Robinson		Toronto
R. Hawkins		Smith's Falls
D. Cinnamon		Lindsay
A. E. Bottum		Bobcaygeon
John Casler		Toronto
A. W. Walker	W. Walker & Son	Toronto
W. J. Geddes		Toronto
E. J. Creeper	Creepers, Griffin, Ltd.	Embro
N. Zavitz	Munroe & Zavitz	Owen Sound
Jos. Ascott		Wallaceburg
A. L. McInnis	Davidson & McInnis	Creemore
U. Israel		Woodstock
A. Matthewson		Berlin
		Toronto

THE IRON CROSS IN CANADA.

Presentation to Thos. B. Williamson, Buyer for H. S. Howland, Sons & Co., at the Banquet Tendered Last Week by the Canadian Hardware Manufacturers' Exhibitors' Association.

It seems that the Canadian Hardware Manufacturers' Exhibitors' Association resent Thos. B. Williamson's attitude in purchasing some of the goods for his firm outside of Canada. After Mr. Williamson's address at the banquet, and when he was about to take his seat, Mr. Tobin, sec.-treas. of the C.H.M.E.A., in a few well-chosen words presented Mr.



Williamson with a large iron (Maltese) cross, with the words in gold letters: "Not made in Canada." Mr. Williamson, in thanking the donors for their very kind gift, took occasion to draw to the attention of those present the fact that even the manufacturers themselves, according to the legend on the iron cross, in making him a gift, had found it necessary to present him with something which was "Not made in Canada."

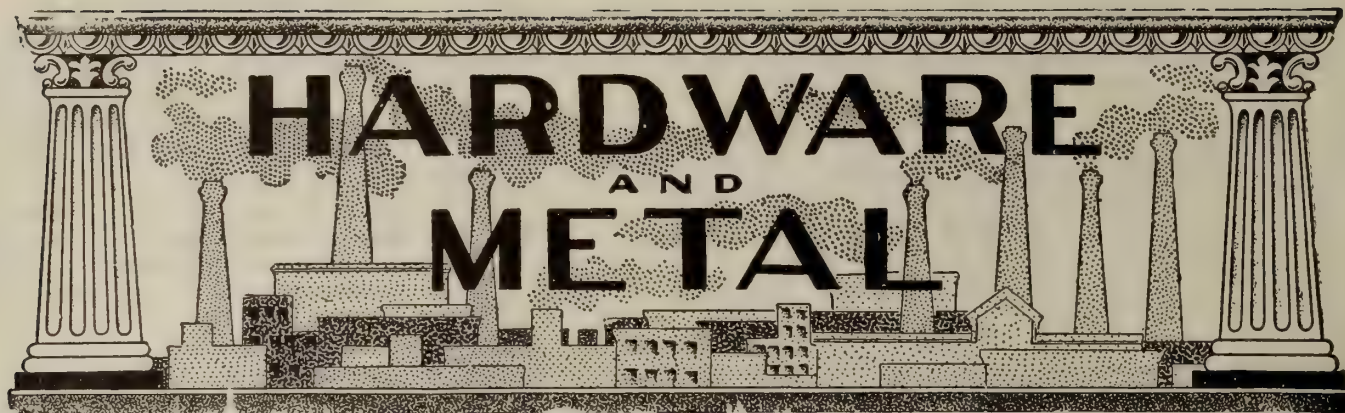
DO YOU CANVASS THE FARMERS?

The sale of binder twine presents certain fixed problems, and the successful twine dealer is the one who recognizes this and goes about solving the problems in a logical way.

Sometimes a dealer will complain that if he orders early he may overestimate requirements and be unable to sell his entire stock, whereas, says an exchange, if he waits until customers make known their requirements, he may be unable to get all the twine he wants in time for harvest.

There is a way to meet this apparent difficulty and here it is: make an early personal canvass of all local grain growers; secure their orders for twine on the basis of the acreage planted; then place your order on this same basis and do it early.

Try it.



VOL. XXVII. No. 10

Toronto, Canada, March 6, 1915

Two Dollars per Year

COSTS SHOULD be watched very closely in the tinshop.

* * *

LEARN TO measure your days by the work accomplished rather than by the hours put in.

* * *

WHEN THE price of any commodity goes up there is always somebody to cry "another trust!"

* * *

ADVERTISING is insurance. It insures future business, as well as building up present sales.

* * *

IT IS IMPOSSIBLE to maintain complete efficiency in the staff and keep the hours long at the same time.

* * *

THE BUSINESS men of Canada realize that it is just as essential to success in war to keep the lines of business communication open as it is to send troops into the field to defend the colors.

* * *

SOME CLERKS are skilful enough to sell a customer something he does not want. But note this. A salesman will sell a customer something he does not want, but which he (the customer) will afterwards find he was in need of.

* * *

THIS IS AN AGE of specialization. The man who can do one thing superlatively well succeeds more surely and more quickly than the man who can do most things fairly well. The same rule applies to most things, particularly with regard to the management of a retail business.

* * *

MANY DEALERS who have a comparatively small turnover clear a larger margin of profit than others who sell a much larger amount in the course of a year. This is due to the fact that the one keeps profit in sight all the time and gets his margin on everything he sells, while the other frequently subordinates profit to turnover.

* * *

THE SPECIAL war tax that the Government has placed upon letters, money orders, postal notes and cheques, makes a "Buy-at-Home" Campaign particularly attractive at this time. Every order to a mail order concern will hereafter have to bear at least three cents more to send and it is only logical to argue that the mail order houses are going to add their extra cost in postage and shipping due to war taxes to the cost of the article.

GENERALLY SPEAKING, users of electrical energy are not fully aware of the great number of electric devices, now on the market, that would add so materially to their comfort and enjoyment if put to work for them. Little is known of the economies effected by these various devices and it is "up to" the merchant to display these lines in such a way that it will show the customer either one or the other of these two points in a convincing way.

* * *

SOME OF OUR large retail hardware concerns have staff conventions at stated intervals, when the heads of the firm and the clerks get together and talk over new lines that have been added, methods that might be employed to increase the store service, etc. These meetings are held every two weeks in several of the stores, but special meetings are often called when the representative of a manufacturer is present and is willing to give a talk on the merits of the line he sells. These meetings are always appreciated by good salesmen and incur no expense for the merchant.

The Convention.

THE ANNUAL convention of the Ontario Retail Hardware and Stove Dealers' Association, held at Toronto, last week, although only of two days duration was one of the most businesslike in the history of the Association. An almost complete report of the meetings appeared in last week's issue of Hardware and Metal and the Question Box discussion, and Mr. Kingston's address on the Workmen's Compensation Act appear elsewhere in this week's issue. The Association has decided on conducting an active campaign to increase the membership. A contest will be started on April 1 and prizes will be offered. As stated last week it has also been decided to allow hardware travellers to become associate members of the Association. Under the leadership of the new president, C. W. Conn of Tilsonburg, and the new secretary, Past President Macpherson of Prescott, the Association should make considerable headway during the coming year. Members should rally to the aid of the officers and make the Association, as we said two weeks ago, an Association of 1,000 members instead of about 200 as at present. The new officers already have many new plans under way and they will be announced shortly.

Advertising Underweight Letters.

THERE are many lessons that the ordinary business man can glean by following the methods used by large mail order houses in their endeavors to reach the maximum number of people with the most effective advertising and always at the minimum cost. One of the most noteworthy of these methods is the invariable rule that no letter be mailed that does not tip the scales as nearly as possible to the actual weight permitted by the postal authorities for that class of mail. Thus if a batch of letters is being mailed under two cent postage, each of them containing merely a single sheet letter, the remainder of the two ounces which constitute the maximum weight that will be carried for two cents is always made up by inserting booklets, circulars, order forms, return envelopes, etc. This is a rule that could be carried out in many cases by hardware merchants. For instance, apply it to the retail merchant who operates a charge account system and consequently has a large number of statements to mail at the first of every month. There is no reason why he should not enclose with each bill a circular, hand bill, blotter, or some other item that will indicate that he desires a continuance of the customer's trade and at the same time advertise one or more definite articles. Every hardware merchant receives many circulars from manufacturers for distribution. Too often these circulars although attractive in appearance are thrown aside and not used. Think of the number of small circulars featuring paint removers, varnish stains, varnishes, wall colors, etc., that are wasted each year, by retailers. Why not send out one or two circulars in each letter when rendering your accounts next month. The cost of the experiment will be practically nil and in all probability many sales will result.

Big Business.

THAT BIG business can be done in little things is clearly indicated in the annual report of the F. W. Woolworth Co., who conduct 5c, 10c, 15c stores in the United States and Canada. In three years sales have increased \$17,003,545, or 32.32%, while net income increased \$1,474,639, or 29.76%. Probably the most salient feature is the total surplus item which now amounts to \$8,367,391, compared with \$3,364,798 in 1912, a gain of \$5,002,593, or approximately 150%. The balance sheet also discloses the furniture and fixture item of \$5,095,932 in 1914, compared with \$3,356,103 in 1911, while real estate and buildings account increased from \$607,751 in 1911 to \$1,929,521 in 1914.

During the year the company opened fifty stores and on January 1, 1915, had 737 stores in the United States and Canada.

The Collection Question.

ALTHOUGH the merchant who conducts his business on a credit basis, must push collections vigorously at all seasons of the year, there are certain times when it is advisable to make an extra special effort.

At the present time, there is need for the prosecution of an unusually active collection campaign. Money at the present time is tight. Banks are loth to lend and there is every indication that none but the most strictly legitimate enterprises will be financed this year. While the hardwareman will not find any difficulty in securing reasonable accommo-

dation from his banker, it is not at all likely that he will find any tendency to give him "leeway." With the comparative tightness in financial circles, the dealer should put himself in a position where it will not be necessary to seek assistance. The merchant who keeps his accounts collected will not find it necessary to get accommodation at the bank and therefore will not leave himself open to inconvenience should a more serious financial stringency develop in the future.

As an additional reason, the present is not a busy season in the store. There is more time to attend to collections than at most times of the year.

Twine Prices Delayed.

FOR a number of years past it has been the custom of the leading twine jobbers to announce prices on or about March 1. For many years past Hardware and Metal has always published the prices about this time. No doubt many readers are now looking for 1915 twine quotations. The prices have not yet been issued and this year will probably prove an exception to the rule on account of the unsettled conditions in Yucatan where sisal is produced.

Shipments of sisal fibre have been suspended and it is hard to tell when they will be resumed and twine and fibre factors have received no information except that shipping has been stopped. Press despatches tell of the bombardment of the Port of Progress by a gunboat, presumably one in control of Carranza.

It is said that a long delay in shipping will give a new aspect to the twine situation, for a great deal of sisal fibre must still be obtained for the twine supply of 1915. If it cannot be obtained, manila fibre will have to be used to a much larger extent than usual. The trade is at sea so far as prices of twine are concerned and the only point which seems clear is that prices will be higher than they were expected to be before the trouble started in Yucatan.

Many Price Changes

ALTHOUGH a great many price changes in hardware and metals have been recorded in Hardware and Metal's market reports during the past three weeks it is quite evident that there is still a great deal to be done in the way of price adjustments as a result of the tariff changes and conditions created by the war. Supplies of many important materials entering into the manufacture of hardware lines have been cut off and stocks on hand are in some cases being held at high figures. The tariff changes have resulted in general advances in the price of goods of American and English manufacture. Many Canadian manufacturers have also been compelled to advance prices on account of the increased cost of raw materials. The metal markets are very unsettled and although there is very little business passing, prices on many metals have advanced to very high figures. Spelter is now about double the normal value and is at the highest point on record. Galvanized sheets and galvanized wares have also been affected by the high price of spelter.

Some of the lines on which higher prices are being quoted are rope, bolts, screws, coach screws, sash cord, wire, nails, fence wire, poultry netting, tinware, brass and copper wire, builders' hardware, lanterns and many other lines. The market at present is in such a condition that buyers need to be very alert.

How Hardware Goods Are Made

The First Article of a New Series in Hardware and Metal—A Description of the Process of Manufacture of an Enamel Preserving Kettle—Care Taken in Manufacturing.

A HARDWARE merchant once asked the question: How many clerks know what is beneath the surface of a piece of enamelware? He had been discussing salesmanship, and the desirability of knowing as much as possible regarding the article being sold. There is no doubt that a knowledge of how a piece of ware is manufactured will assist a clerk in making a sale more easily and more intelligently.

In this article the manufacture of steel enameled ware, or graniteware, is dealt with. To secure this information a representative of Hardware and Metal visited the plant of The Thos. Davidson Mfg. Co., Limited, Montreal. So many utensils were being manufactured, each passing through its own particular process, it was thought best, in order not to confuse the reader, to choose a single piece of enameled ware, and follow its manufacture from the raw material to its finished state. A preserving kettle was decided upon. It has two ears, a back handle, a bale handle, and is lipped. A cover is supplied, but as this is stamped ware, and is made in a separate department, it is not considered here.

Steel Must Be Ductile.

The steel used in the manufacture of enameled ware is largely imported. It is made of open hearth steel, made in sheets varying from .012 to 0.32 inches thick, depending upon the depth of the utensil being made. A water pitcher, for instance, is "drawn" considerably in manufacture, and requires steel thicker than would a pudding pan, which is comparatively shallow. The steel is a dull bluish-gray, and sufficiently ductile to withstand "drawing" operations.

It is supplied in square or circular sheets, the size and shape depending upon the article to be made. In the case of small articles, the larger squares are cut into smaller blanks by shears. The steel is supplied by the man in charge of the store room as the orders come in.

The blanks first go to the press to be drawn. Perhaps the term "blocked" will convey the meaning of this operation better. It is done on two machines, the first one doing half the work, the second giving the former blank a shape something like a preserving kettle. If there is a panel on the bottom, this also is made during the drawing operation.

"Spinning" is the term applied to the

next operation. The kettle is put in a lathe over a form, and while it revolves, a tool is run along its sides to give it smoothness and shape. This is not so difficult an operation, as in the case of a tea kettle or cream pitcher, for instance.

While in the lathe, another tool does the trimming and rolling, taking off the rough edges, and supplying the bead. At this point the kettle is removed to the press again, and the lip made, which, in this case, is a small one.

Welding the Ears.

It is now ready for two ears, and the back handle. These are made on smaller presses, and are turned out with great rapidity. The ears require only one operation, whereas the back handle, which is doubly thick, requires several.

It is not many years since the ears on enameled ware were riveted. Now they are welded by electricity, and are stronger probably than when riveted, whereas the operation requires only a fraction of the time. The back handle is attached by the same process.

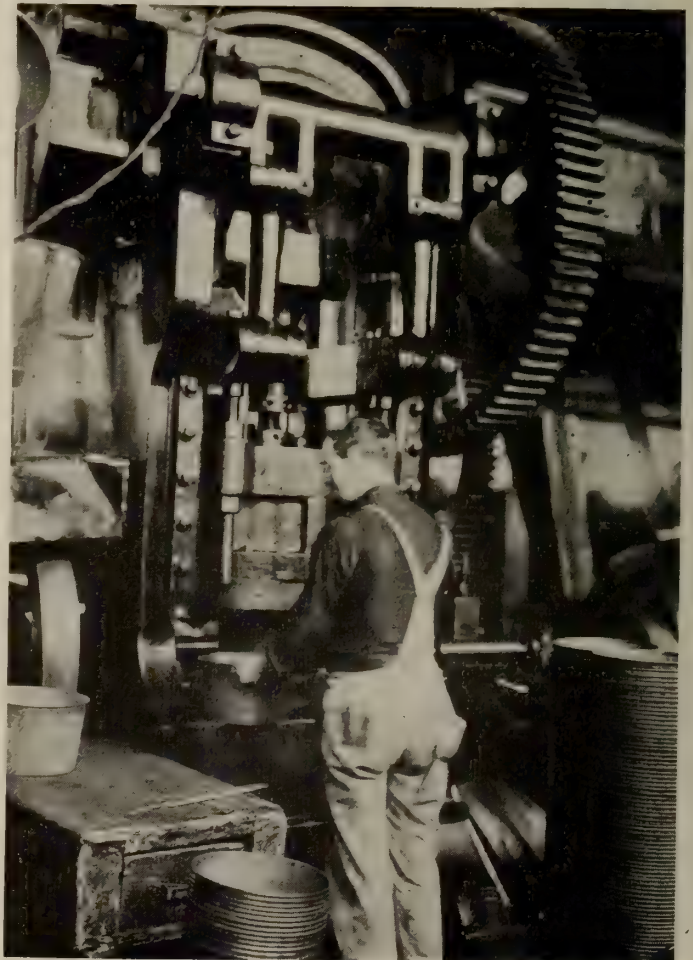
Now, as far as its shape is concerned, the preserving kettle is completed. Really, it has only reached the half-way house, for from now on attention is turned to the enameling process. After leaving the welder's hands, the kettle is taken to the pickling room, and placed in a bath of acid, where it is cleaned and given a surface capable of receiving enamel. The time it remains in the acid bath depends upon the size of the article, but the average time is about half an hour. On being taken from the bath it is straightened up, and any kinks or bruises

removed. Now it is ready for its first coat of enamel.

Importance of Enamel

This is the most critical stage in the manufacture of enamel ware. Much depends on the quality of enamel and how it is applied, whether the ware is good or bad. Naturally, manufacturers do not allow even hardware clerks to know from what enamel is made, or how they produce that wonderful spangled effect.

However, the manufacturer went so far as to state that the ingredients of the enamel (whatever they may be), are smelted into a substance like glass, which is then ground to powder. The powder is made into liquid, which is the enamel, and ready for application. Now we come to the girl who does the dipping. She stands before a deep vessel filled with enamel, and plunges the kettle into it. Then she twists and shakes it in every



Showing the machine for drawing the steel.

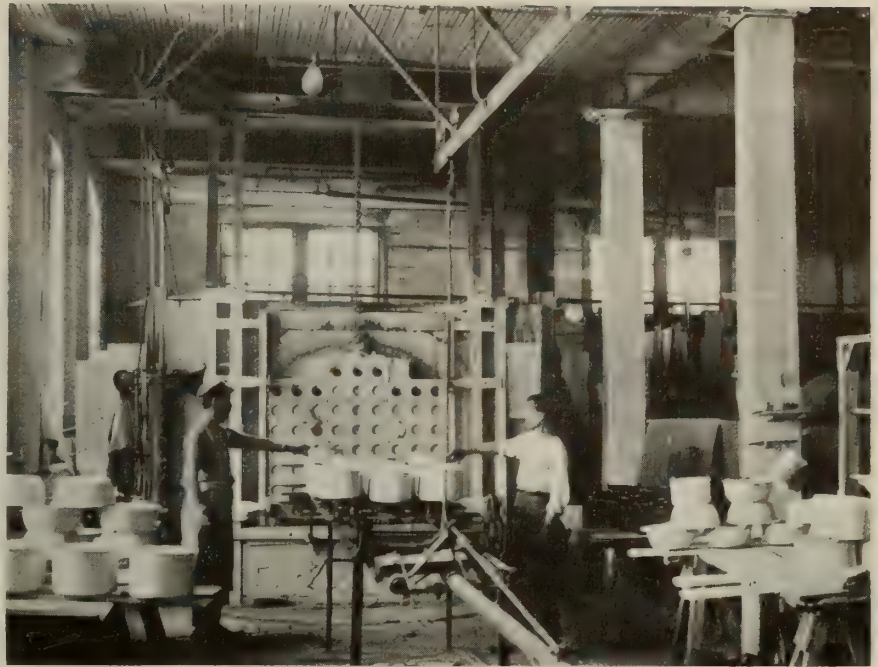
way imaginable that the coating will neither be too thick or unevenly distributed. She holds the kettle by means of a spring, which grips the bead. She never touches the kettle with her hands.

The first coating on nearly all enamel is blue, which turns black when burned. Before entering the furnace, the enamel must dry. To allow this, kettles are placed on shelves in the drying room. As soon as they are dry, they are placed on the burning-stand, in front of the oven door. The burning-stand is made with a series of sharp upright points, and it is this which leaves the marks on the bottom of enamelware. Sometimes these marks are seen on the rim. The marks on the bottom of enamelware have always been considered a defect, and the tendency now is, where possible, to have articles rest on their rims when being burned, rather than on the bottom.

Burning the Enamel

The furnace door is opened, and the burning-stand bearing its load of kettles is pushed into the furnace on wheels. There they are allowed to remain until burned. Having received its first coat, the kettle is returned to the enameling department for its second coat. We will suppose that the final coat required is a gray, with water-wave appearance. This is secured by a special enamel, which is shaken after being applied, so that it assumes a wavy appearance.

It can easily be seen that if many coats of enamel are applied, the cost of the kettle will be high. Take an article which is gray outside and white inside; that means three burnings. There are



View of burning stand before entering furnace.

some utensils that require at least five coats.

Several methods are used for the mottled effect so common among enameled goods. The well-known green marbleware is first dipped in white, and then sprayed with green and shaken, so that the green mixes with the white. A white mottled ware is secured by holding the kettle after receiving a white coat, in a spray of grey sandy substances, which produces this effect.

After the kettle has received the re-

quired number of enamel coats, it is sent upstairs to be inspected by experts. If it is satisfactory, it is wrapped in paper. If it contains a defect, it is placed with others of this class, and sold as a second.

Before being wrapped, the preserving kettle, with many others, is weighed, for employees are paid according to weight. After being wrapped, a man goes around with bale handles, which are put through the ears, and secured with a pair of pliers. The handles are of wood in



Where the kettle is dipped in enamel solution.



Illustrating the first operation of spinning.

various finishes. They are wrapped in paper for shipping. Tin covers are also supplied, but are shipped separately, differing in this respect from teakettles, where the cover is fitted and packed with the kettle.

The hardwareman will now be able to offer a piece of enamelware with more confidence. While the manufacture of only one article has been described, the same methods apply to nearly every article. In the case of more expensive ware, the operations are often repeated. This can be explained to a customer who perhaps expresses surprise at a difference in price.

Annealing the Steel.

Passing reference was made to articles which are drawn to greater depth than a preserving kettle. This often necessitates an operation which has not been mentioned—that of annealing. It has been stated that enamel steel must be ductile to permit it to be drawn. After being drawn to a certain extent, the steel loses this property called ductility, and before the article can be drawn farther, as in the case of a water-pitcher, it must be annealed, by heating in a



Inspecting and wrapping the finished product.

furnace. Enamelware that requires this extra treatment is obviously more expensive than that which only requires to be drawn twice.

New Firm.

Pense, Sask.—Hugh McGillvany has opened a hardware store at Stony Beach, Sask.



The above illustration shows an interior view of the show-room in the new building which the Gurney Foundry Co., head office Toronto, has just occupied at 17 Jackson street east, Hamilton, Ont. The building is so arranged as to give ample space for both warehousing and show purposes. The offices are located on the first floor and the main show-room is located in the front of the building on the ground floor. E. C. Hancock is the Hamilton manager and he is largely responsible for many unique features such as fitting bins, etc., which have been introduced in the new building, for facilitating the rapid handling of the firm's products.

New Secretary for O. R. H. & S. D. A.

Retiring President Macpherson Made Secretary Ontario Retail Hardware and Stove Dealers' Association—Honorarium for W. Wrigley Retiring Secretary.

ALTHOUGH a list of the new officers of the Ontario Retail Hardware & Stove Dealers' Association was given in last week's issue of Hardware and Metal, the closing meeting did not conclude in time to allow of a complete report of the meeting appearing in last week's issue.

Several interesting questions were brought up at the closing meeting and there was a fair attendance of the members until the close of the convention. When the report of the nominating committee was presented the members were greatly surprised to hear the suggestion that W. F. Macpherson, Prescott, Ont., be appointed secretary of the association with a salary to succeed Weston Wrigley, who has been the secretary of the association for the past ten years.

A. J. Wright, of Hamilton, stated that in view of this unexpected move the members would like to hear from Mr. Wrigley. Mr. Wright paid a tribute to the good work of Mr. Wrigley in connection with the affairs of the association.

Mr. Wrigley stated that he had felt for some time that he would like to be relieved of the duties of secretary of the hardware association. He referred to the pleasant feelings which had always existed between the officers of the association and thanked them for the assistance they had given him. He also stated that pressure of other matters kept him very busy and that he thought that this would be an opportune time for the association to get a secretary who was a retail hardwareman. He, therefore, wished to be relieved of his duties.

M. S. Madole spoke of the good work Mr. Wrigley had done for the association and referred to the many obstacles which had cropped up and been overcome. He took much pleasure in moving that retiring secretary Wrigley be given an honorarium of \$100, and that he be made honorary secretary, with life membership in the association.

W. F. Macpherson, Prescott, Ont., in accepting the secretaryship of the association outlined some of the plans for the future welfare of the association. He also paid a tribute to the work of the retiring secretary. The election of officers as reported last week resulted as follows:—President, C. W. Conn, Tillsonburg; first vice-president, W. J. Carter, Picton, Ont.; 2nd vice-pres., Jas. McGregor, Oakville, Ont.; Executive Committee, E. J. Creeper, Owen Sound; D. A. McNab, Orillia; W. H. Bennett, Gananoque, Ont.; A. J. Wright, Hamil-

ton, Ont.; A. Wideman, Markham, Ont.; E. A. Whitten, Bracebridge, Ont.; Treasurer, John Caslor, Toronto; Advisory Committee, H. Oecomore, Guelph; C. W. Conn, Tillsonburg; W. F. Macpherson, Prescott; Secretary, W. F. Macpherson, Prescott; Auditors, J. W. Peacock, Toronto; Geo. Matthewson, Toronto.

Retiring President Macpherson expressed his appreciation of the good attendance and the interest manifested by the members during the convention and he hoped that all those present had been benefited by the discussions. He appreciated the position he had been elected



WM. R. YENDALL,

Secretary-Treasurer and General Manager, Richards-Wilcox Canadian Co. Limited, London. At the recent convention Mr. Yendall was elected to the Board of Directors of the Canadian Hardware Manufacturers' Exhibitors' Association.

to as secretary of the association and he hoped to make the personal acquaintance of every member.

Mr. Macpherson introduced C. W. Conn, Tillsonburg, the newly elected president and stated that he hoped the association would prosper under Mr. Conn's guidance. He hoped that all the members would support Mr. Conn, and he thanked all the members for the assistance they had given during the past year.

C. W. Conn expressed his appreciation of the honor of being elected to the presidency of the Ontario Retail Hardware and Stove Dealers' Association. He paid a tribute to the work of Past President Macpherson and was glad to have him

elected secretary. Mr. Conn promised to do his very best for the association.

A vote of thanks was tendered to the retiring officers.

A. J. Morgan, Peterborough, moved a vote of thanks to the trade journals which had assisted the association on so many occasions and helped to create an interest in the association and convention.

In seconding the motion Retiring President Macpherson referred to the good work of the hardware trade papers and the assistance they had given to the association. He also referred to the good work which the trade papers are doing in other directions and said you could get almost anything from the trade papers, in fact said he, "If you want legal advice all you have to do is write to the trade papers and they will supply it without charge."

W. H. Manning, Coldwater, stated two department stores at Toronto had recently sent out several tons of mail order catalogues from the Coldwater post office. He stated that by mailing the catalogues from Coldwater the catalogue house paid only the local zone rate, instead of the 2nd zone rate which would have to be paid if the catalogues had been mailed at Toronto. Mr. Manning stated that the catalogue houses sent men along to affix the stamps at the mailing point and to assist the post master. The Advisory Committee will take up the question with the postal authorities and see if the catalogue houses are complying with the postal laws.

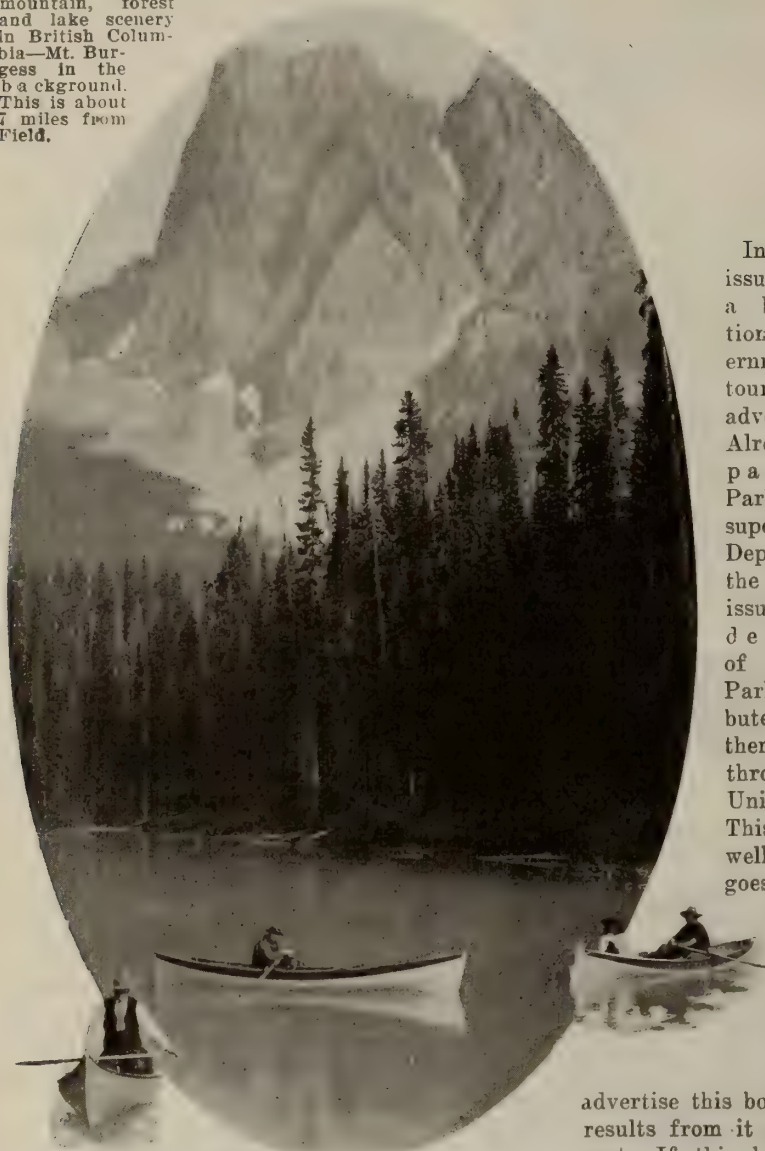
A contest will be held for the purpose of securing new members for the association. Details are now being worked out and full particulars will be given out shortly. The contest will start on April 1st. Two teams will take part and the prize will be a banner. A member from Bobcaygeon suggested that instead of a banner "a case of Scotch" should be offered as a prize. A prize will also be offered to the traveler bringing in the most new members.



Joined Mounted Rifles.

Capt. A. A. Tritsch, general manager of the International Distributing Co., Montreal agents for the Ever-Ready Razor, and Rubberset Brushes, has volunteered for active service with the Mounted Rifles. During his absence the sole agency for these lines for Province of Quebec and Maritimes has been turned over to Hale Bros., St. Nicholas Bldg., Montreal, successors to Godfrey Pelton & Sons.

Some typical mountain, forest and lake scenery in British Columbia—Mt. Burgess in the background. This is about 7 miles from Field.



THERE is no reason why Canada should not get this year a good percentage of the tourist trade from the United States that formerly went to Europe. With that continent still in a state of turmoil and likely to be for many months, United States tourists are sure to forego their annual continental visits. That Canada presents possibilities unsurpassed, if not unparalleled, to anyone desirous of getting away from the hum-drum of city and business life, is common knowledge to all Canadians, and it remains for our Government to impart the same knowledge to our neighbors to the south. Every year we secure a great many United States visitors, but we should get more this season; if the estimate that tourists from that country spend \$400,000,000 on the European continent is anywhere correct, the prospects for getting a substantial percentage of that amount spent in this country are excellent, if we extend the proper invitation.

complete review of Canada's beauty and historic spots, then another ought to be immediately published dealing specifically with the country's attractions, district by district—and then it should be advertised.

The "Alps" of America.

That Canada is in a position to offer strong inducements to the tourist is a fact that can easily be demonstrated. If Canada had in the past commercialized the lure of the lofty Rockies as the thrifty Swiss has done with the Alps, the number of tourists visiting the majestic range of mountains that separates British Columbia from the Prairie Provinces, would have been multiplied many times over now.

Canadian and other Americans who have travelled through the mountains of British Columbia are well aware of their wonderful natural beauty. The Rockies have been called the "Alps" of America. As the Alps of Europe have made Switzerland famous the world over, so

In a recent issue we tendered a brief suggestion to the Government that this tourist trade be advertised for. Already the Department of Parks under the supervision of the Department of the Interior has issued booklets descriptive of our National Parks and distributed some of them, no doubt, throughout the United States. This is all very well so far as it goes, but this is

an extraordinary year. The Government never had a better opportunity to

advertise this booklet and get results from it than the present. If this book is not a

is there reason to believe that the Canadian "Alps" would help make Canada more famous if they were more widely advertised. As a matter of fact, Switzerland almost subsists on her tourist trade. People who travel have money—else they couldn't travel—and are usually lavish with it. That is the class of tourist that any country appreciates, and it explains why the United States summer traveller spends such huge sums annually in sight seeing.

British Columbia's lakes and big-game hunting opportunities ought to be better advertised. And now that we have so many trans-continental railways traversing the prairies, there is sufficient railway accommodation to easily handle all possible passenger traffic. Particularly in the autumn season do the prairies—before they are shorn of their golden harvest—present a wonderful sight—truly, the Gardens of the Desert, boundless and beautiful.

Many Natural Wonders.

In fact, from the Atlantic seaboard to the ragged and rocky Pacific Coast the Dominion offers a continual succession of natural wonders which cannot be excelled in any part of the globe. What Europe has offered in the way of historic landmarks, Canada can equal with the immense advantages with which nature has endowed her. What could be more beautiful than the highlands of Quebec, what more majestic than the mighty Rockies? The instinct of the explorer is deeply ingrained in every tourist; and Canada offers exceptional opportunities for the gratification of this instinct. A trip into the Peace River country would be a liberal education for the American visitor. It would be too stupendous a task to endeavor to enumerate all the places in Canada which are worth visiting; the Dominion is, in fact, a natural selection for tourists with its endless variety of inducements in the form of natural wonders developed on a colossal scale.

It is quite reasonable to expect that if the United States anglers—those who appreciate the sensation of the tug of a frisky bass or lunge on the end of a line—knew the fishing lakes of Ontario better, there would be more of them spend their vacations in that province. Ontario's Algonquin Park, the Muskoka and Kawartha Lakes, the Tem-

A Government

Advertise in the United States to Get the Every Section of the Dominion Presents Tourist Trade That Made Switzerland toric Spots Emphasized —

Opportunity

**Tourist Trade That Usually Goes Abroad—
Splendid Opportunities — It Was the
—Some of Canada's Beauty and His-
Advantages to the Dealer.**

iskaming district, as well as the fine hunting forests of the north, will certainly bear comparison with anything similar in other countries.

Picturesque Eastern Canada.

There is no finer scenery anywhere than that surrounding the summer resort districts of Quebec. At the present time some of the wealthiest and most prominent of the United States citizens visit that province every year—the great St. Lawrence in itself, with its picturesque beauty, its historic spots and on which stands the ancient capital of the New World, has few equals. The Maritime Provinces are also rich in beauty and from a historical standpoint are equal in importance to Quebec. Therein, too, lies the home of Evangeline, immortalized by Longfellow—a United States poet—the wonderful Annapolis valley, and the finest moose-hunting districts in Canada.

The inducements which Canada has to offer are, as has been intimated, not all of the natural order. No country has a more picturesque or romantic history than ours, and from Halifax to Victoria the land is dotted with places and scenes of the deepest historical interest.

Advantages Over Europe.

The disadvantages, too, of a touring trip through Europe would be missing when the tourist turned his steps towards Canada. The babel of strange tongues, the annoying red tape involved in transit from one small country to another, the constant toll of tips, the worry of passports, the ceaseless hurry from one small place to another and the inconvenience of the extreme heat of the Southern European countries would be eliminated. Instead, the tourist would fare forth into a country with bracing, reviving climate. The tourist would be led into the vastnesses of Nature far away from the annoyances which are an intricate part of every European trip.

It will be interesting to elaborate on the exceptional inducement which Canada has to offer in her system of National Parks already mentioned. This system is a logical and businesslike method adopted by the Government to convert physical features which could be utilized in scarcely any other way into valuable national assets, drawing a revenue from the wealth of the world. It is now nearly 30 years since the first of these na-

tional parks was established and to-day the system takes in between 6,000 and 7,000 square miles, much of which has been made accessible to the tourist. There are eight national parks in the western provinces, and besides these there are three provincial parks, two of which are in Ontario and a third in Quebec. Each year the parks increase in value as additional assets. They are valuable because they are one of the greatest attractions the Continent of America offers the tourist. The tourist traffic is of inestimable value to a country because as someone has said "the tourist comes, then unconsciously becomes an advertising agent—at the same time he takes nothing that makes the country poorer." It is estimated that the annual income of France from the tourist traffic is \$500,000,000. Italy \$100,000,000 and the latest available reports from Switzerland credit the revenue of \$150,000,000 to this source, and with the exception of Switzerland, what scenic beauty has any of them to compare with the Rockies which are said to be anywhere from twelve to sixty Switzerland lands in one?

The Great Park at Banff.

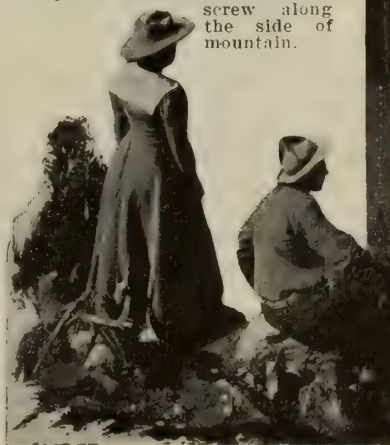
It was at Banff that the Government began its first work of development, and some conception of what has been accomplished can be arrived at when it is stated that in this park

alone, which by the way is the largest in the system—according to the latest Government report, over ninety miles of carriage roads have been completed, and since that report was issued a great deal more has been accomplished, including automobile roads connecting the parks with outside points. And besides the carriage roads, there are nearly seven hundred miles of pony and foot trails, which by special arrangement with the C. P. R. are built by that company in the parks through which their road runs. And, remember, this is in only one of the National Parks Work is going on in the same ratio in some, though not all of the others; one or two still being merely reservations.

And these parks are attracting hosts of travelers every season. Year after year they come in increasing numbers. Another reference to the commissioner's report will show the proportionate increase in ten years. In 1902 it was estimated that the guests numbered 8,516 at the hotels in the Rocky Mountains Park

(Continued on Page 50.)

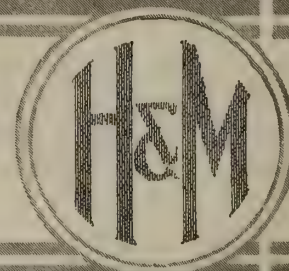
Takakkaw Falls, in the Yoho Valley, twelve miles from Field, B.C. The carriage road leading to the Falls is a marvellous feat of scientific road construction. In places it curves like a corkscrew along the side of mountain.





Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Changes in Business Staffs.

St. Thomas, Ont.—George A. Ferguson, who has been assistant manager of Ingram & Davey's hardware store for the past eight or nine years has resigned his position and has taken over the management of McMurty's hardware store.

Business Changes.

Corunna, Ont.—J. T. Lock has been succeeded by Lock & Waring.

Amherstburg, Ont.—Jones & Trimble have been succeeded by Wm. H. Jones.

Odessa, Sask.—Fitch & Schroder have disposed of all lines but their hardware stock.

Tribune, Sask.—H. R. Hawbaker, hardware, has been succeeded by Hawbaker & Brown.

Obituary

Toronto, Ont.—The death occurred here of J. O. Parker, head of the J. O. Parker & Co. brass works, aged 67 years. Death followed a year's illness.

Montreal, Que. — The death occurred this week at 1250 St. Urbain street, Montreal, of Geo. M. Nield, who for the major portion of the forty years he has made his home in that city has been well known in commercial circles, having been a member of the Dominion Commercial Travellers' Association for thirty years. He conducted a manufacturers' agency for some years.

New Horse Shoe Factory for Canada.

The United States Horse Shoe Co., Erie, Pa., will erect their Canadian factory in Hamilton.

The new company will be known as the Canadian Horse Shoe Co., Limited, and incorporation has been applied for, with a capital of \$300,000. This factory will manufacture horse and mule shoes, toe calks, and other horse appurtenances and will represent an investment of from \$125,000 to \$150,000. Employment will be given to about 100 hands when the plant is completed and will ultimately require the addition of a rolling mill, which will give employment to a number of additional hands, the most of these men being high-priced mechanics.

A site has been purchased of 4¾ acres (known as the Trethewey property) on Biggar avenue, next to the

Atkins Saw Works, and building operations will be started in about 60 days.

L. A. McIlroy is the president and general manager of the United States Horse Shoe Co., Erie, Pa.

Bissell's Annual Meeting.

At the annual meeting of the Bissell Carpet Sweeper Co., a few days ago at



J. D. ROBINSON,

Manager Toronto branch Ottawa Paint Works at 153 Duchess street. Mr. Robinson was for twelve years associated with the Imperial Varnish and Color Co., and three years previous to that with the Canada Paint Co. Associated with Mr. Robinson at the Toronto branch are his brother, C. W. Robinson, who was for many years connected with the Canada Paint Co., and also A. R. Tarlton, late of the Sherwin-Williams Co.

Grand Rapids, Mich., all the officers and directors were re-elected. They are: President, Mrs. Anna Bissell; vice-president, T. W. Williams of New York, and M. R. Bissell, Jr.; secretary and general manager, R. E. Shanahan; treasurer, F. M. Deane; directors, the Officers, I. J. Bissell and W. E. Gill.

In spite of the interference with their large foreign trade and the less favorable domestic conditions, the company reports a most satisfactory year, and

1915 starts out with January 14 per cent. ahead of the same month a year ago.

An epoch was marked in the company's business when they entered into the manufacture of vacuum cleaners. For this purpose a new factory was equipped and the officers state that the response of the trade was such that they were overwhelmed with orders at the outset and were only prepared to announce the new line, to the trade generally, early in February, though they had been selling them since October.

St. John, N.B., Notes.

Local dealers in hardware as well as in other lines gave hearty co-operation to-day to a band of 350 patriotic women, members of the Daughters of the Empire, as they conducted a campaign in the interests of local Red Cross, Belgian and Patriotic Funds. Many dealers were donors of good-sized checks, helping to swell the funds, while all aided in the promotion of the scheme with generous contributions of flags and other material. In addition, each of their windows contained a display of patriotic interest, some being worthy of especial attention. Their delivery wagons, horses, motor trucks were also bedecked with flags or rosettes done in national colors, while in the central parts of the city the hardwaremen had their buildings in front festooned with bunting and the flags of the Allies.

The merchants of Newcastle, N.B., have fallen in line with the general movement towards organization which seems to be manifest in this section of the Dominion. They have completed the organization of a Retail Merchants' Association, with the following officers: George Stables, president; Mayor C. J. Morrissey, first vice-president; H. R. Moody, second vice-president; C. P. Stothart, secretary, and D. W. Stothart, treasurer. I. McDonald, of St. John, travelling secretary for the Retail Merchants' Association of Canada, organized the new branch, assisted by Stafford Williamson, of Newcastle, who is home on a visit from Regina, Sask., where he aided two years ago in the organization of a new branch, of which he was the first secretary.

HARDWARE LETTER BOX



Forest City Oak Heater.

H. S. Andrews, Pangman, Sask.—Kindly give me the name of the firm who manufactures the Forest City Heater?

The McClary Mfg. London, Ont., made this stove, and they are still able to supply most of the parts for same.—Ed.

* * *

Address of Sherrer-Gillett.

Mr. Smith, Woodville Mercantile Co., Woodville, Ont.—Will you kindly give us the address of the Gillette-Sherrer Co.?

Sherrer-Gillett Co., Guelph, Ont.—Ed.

* * *

Sewing Machines Manufacturers.

Western Subscriber.—Please give the names of sewing machine manufacturers, in Canada and the United States.

Canada—Raymond Mfg. Co., of Guelph, Ont.; Singer Mfg. Co., St. John's, Que.; The Williams Mfg. Co. Limited, Montreal, Que. United States—The White Sewing Machine Co., Cleveland, Ohio; National Sewing Machine Co., Belvidere, Ill.—Ed.

* * *

Angle Kerosene Lamps.

J. A. Merraw, Sovereign, Sask.—Will you kindly give me the address and name of company who sell the Angle Kerosene Lamp?

Angle Mfg. Co., New York, N.Y.—Ed.

* * *

Glass Manufacturers.

Henry Dunkley & Co., Hamilton, Bermuda.—Kindly furnish us with names of one or two glass manufacturing companies in Canada.

Sydenham Glass Co., Wallaceburg, Ont.; Dominion Glass Co., Montreal and Toronto. If it is window glass you require there is only one window-glass plant in Canada. Pilkington Bros., Ltd., Thorold, Ont.—Ed.



To Make Steel Clad Baths.

The Steel Trough and Machine Co., Guelph, Ont., have taken over the equipment, patterns and goodwill of the Toronto Steel Clad Bath Co., and in future will manufacture their line of steel clad baths.



Catalogues Wanted.

W. A. Aubert, Thetford Mines, Que., is starting a general hardware business, and would be glad to receive catalogues and price lists from the trade.

RETAILERS SPURN FAKE SCHEMES.

Strong Resolutions Carried to Protect Merchants From Being Victims of Doubtful Publicity.

Fort William, Ont.—At a regular meeting of the Retail Merchants' Association a resolution was passed governing subscriptions, donations, tickets, theatre programmes, concert programmes, hotel registers and other pamphlets as follows:

"That a committee be appointed to first examine and approve or disprove all advertising schemes, and that no member of the association sign or take a contract for any of the above until same has passed this committee.

"That no donations or subscriptions be made by any member of the association unless same has been passed on by this committee excepting to churches.



GEO. A. MUNDIE,

who goes to the front with a machine gun battery in the second contingent. Mr. Mundie is the second member of the editorial staff of Hardware and Metal to go to the front. Geo. E. Pearson, also of the editorial staff of Hardware and Metal went to the front with the Princess Patricia's Light Infantry. A recent letter from Mr. Pearson states that the Princess Pats have gone through some heavy fighting.

patriotic and charitable institutions, such as the hospital, orphanage, etc., that notice be printed and handed to each member of the association to exhibit in their places of business; that a fine of \$20 be imposed on all members of the association not observing these regulations.

"That is to say, the retail merchants of this city, at one stroke, have determined to throw off the yoke of needless expense in connection with all so-called 'fake' advertising schemes where the

promoter receives all the cream of the profit in connection. This will also eliminate all tickets and donations to semi-private and other organizations not of a permanent, religious or charitable nature which usually look to the merchants for finances."



WORKMEN'S COMPENSATION ACT.

(Continued from page 29.)

result in a fine. The board had endeavored to notify all employers of labor but necessarily a number had not received the notification. This, however, would not free those who did not make their returns from obligation. The board would have a man call in every place in the Province during the year and they expected that by the end of the year accurate reports would have been received from every source. He advised that hardware men who employed labor for inside and outside work should keep an accurate division of the expenditure for both sources so that accurate returns could be made.

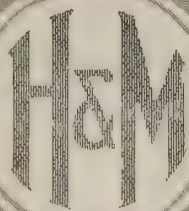
In cases where employers had not been notified and had not made reports, the terms of the new Act would be retroactive. In other words, when the board received the information with reference to these firms they would be assessed and the assessment would date back to the time when the legislation first went into effect. This was absolutely necessary as under the Act the Board must now give compensation to every man who is injured, whether his employer has been paying into the board or not. In fact he expected that they would find out about certain employers who had never reported to them, only when an accident had occurred. In such cases the employer would be compelled to make his assessment dating right back to the first. "When we find such cases we may fine them," said Mr. Kingston.

At the conclusion of his talk, which had been punctuated by many questions from the company, a hearty vote of thanks was tendered to him.



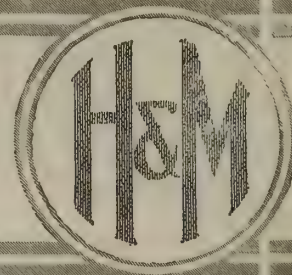
COAL TAR PRODUCTS MAY BE MADE FROM SASKATCHEWAN LIGNITE.

Saskatoon, Sask.—It has been discovered recently that many of the coal tar products which in the past have been imported almost exclusively from Germany can be obtained as a by-product from lignite coal deposits in this district. The possibilities in this connection are now being thoroughly investigated, with the co-operation of the Provincial Government. It is confidently believed that this discovery will lead to important industrial developments.



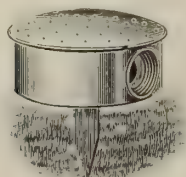
New Hardware Goods

Offered Canadian Hardwaremen



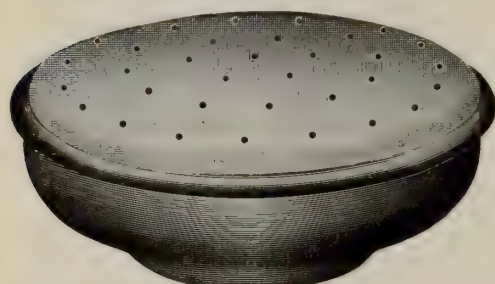
WATERBURY AND YOSEMITE SPRINKLERS.

The Novelty Mfg. Co., Waterbury, Conn., offers to the trade two new lawn sprinklers called the Waterbury Spray and the Yosemite flower and garden spray.



The Waterbury Sprinkler.

The Waterbury is said to be an entirely new idea in sprinklers. It is made of brass and nicely finished. Size four inches at the top with a depth of



Yosemite Flower Spray.

2 inches, packed $\frac{1}{2}$ dozen in cartons. It is designed for one purpose and can be operated in two ways. The illustration shows the sprinkler about to be placed on the ground. A spike that enters the earth holds the sprinkler in place against pressure. To make same a hand spray simply remove the spike at the base, insert it in the side connection and attach hose at the base.

The "Yosemite" flower and garden spray is of a heavy brass pattern with a $2\frac{1}{2}$ inch spray head. The spray is said to be nicely finished and special attention has been paid to the deep hose connection which insures a snug fit. The sprays are packed one dozen or more in cartons.

NO. 33 HOE.

C. S. Norcross & Sons, Bushnell, Ill., announce a change and improvement in their 33 pattern "Norcross" cultivator hoe. Formerly this 33 tool has been

little larger than the No. 11 "Midget" except that it had a four-foot handle, while the No. 11 had a nine-inch handle. The makers state that it was, therefore, not proportioned properly in its size, between the smallest tool No. 11 and the largest tool No. 55. They have for 1915



No. 33 Hoe.

increased the size of this No. 33 tool in the head part, so that it is not only a better proportioned tool within itself, but also in relation to the other two sizes. The correct ratio is now carried on in the three tools, one to another and with this change in the No. 33 3-prong tool the makers claim it will be more popular than before.

NIP RUST.

The Reflex Ignition Co., 211 High Ave., Cleveland, Ohio, offer to the trade a new product called Nip-Rust. The

Nip Rust removes all rust and incrustation regardless of its long standing and absolutely prevents further formation of rust, scale and corrosion. It may be used effectively in conjunction with any anti-freezing solution, is warranted not to injure either the rubber connections or the metal surfaces with which it comes in contact, and keeps them bright and clean. As an added proof of this statement they note that the concentrated solution is sold in tin cans.

QUINN'S AUTO JACK.

The National Equipment Co., Wabash Ave., Toronto, offers to the trade Quinn's Self-Raising Automobile Jack. The makers claim that the Quinn pneumatic jack does away with the old method of crawling under the car in mud or dust to insert a jack for some trifling repair. The directors state that, "you simply attach to it your car air pump or a foot pump, shore under axle and elevate car in four to seven seconds, working entirely outside the wheels. The jack has a large solid base and will not tip easily. The makers claim it will lift two wheels at once of the heaviest car on the roads.

The jack is simply constructed, and it



Quinn's Self-Raising Auto Jack in Use.

preparation is used to prevent the accumulation of rust and destroy rust already on a car. The makers claim that

is claimed that it cannot get out of order. The makers will send descriptive matter on request.

Practical Course for Sheet Metal Workers

Article No. 20 of Series

By CHARLES SEIVERS

In Fig. 1 is shown the side view or side elevation, and an end view of a tee pipe or a joining of two pipes at right angles, in this case the pipes are of unequal diameters. In Fig. 2 is shown a side view and an end view of a branch or T-Y between two pipes of unequal diameters. In developing the pattern of these branches, the same method is adopted in each case. Having drawn a side view and end view, as shown by A-B-C-D-E-F-G and H on side view and K-L-M-N-O on the end view, the next step will be to develop the line of the joint or junction between the two pipes. On the end of the branch at A-H and K-L draw a half section of the branch pipe, and divide into a number of equal parts. From these points draw lines at right angles to A-H, extending them past B and G, and on the end view draw the lines from points on section at right angles to K-L, extending them until they join the circumference of the large circle O. From the points where the lines drawn from section on end view, join the circumference of large circle O, draw lines parallel to C-F, extending them un-

til they join or intersect the line drawn from corresponding points on side elevation as shown at lines from point 5 intersecting the ones from points 5, etc. A line drawn through the points thus obtained will give the line B-T-G from which to obtain the cut required on the branch.

To develop the pattern of the branch, draw two parallel lines as R-R and S-S. Then erect lines at right angles to R-R, joining them to S-S as shown at R-S-R-S. From these points mark off the spaces on section drawn on A-H or K-L, repeating to complete circumference. Starting at space I measure from the line A-H to where the line joins the cutting line B-T-G, and set on the line 1 at end of pattern, measure off distance on line 2 and set off on line 2, repeat on lines, 3, 4 and 5, then work back on 4, 3, 2 and 1, which makes one-half the pattern. Repeat in the same way to complete the full pattern. A line drawn through the points thus obtained will give outline of the required pattern. The branch shown in Fig. 2. is worked out in a similar manner.

DURAND'S POINT OF VIEW.

J. A. Durand, of The Durand Hardware Co., Montreal, whose chief line is builders' hardware, was asked, considering the falling off in building, if he were thinking of taking on any new lines. He replied that his location was not suited to household or sporting goods therefore he intended continuing in builders' hardware.

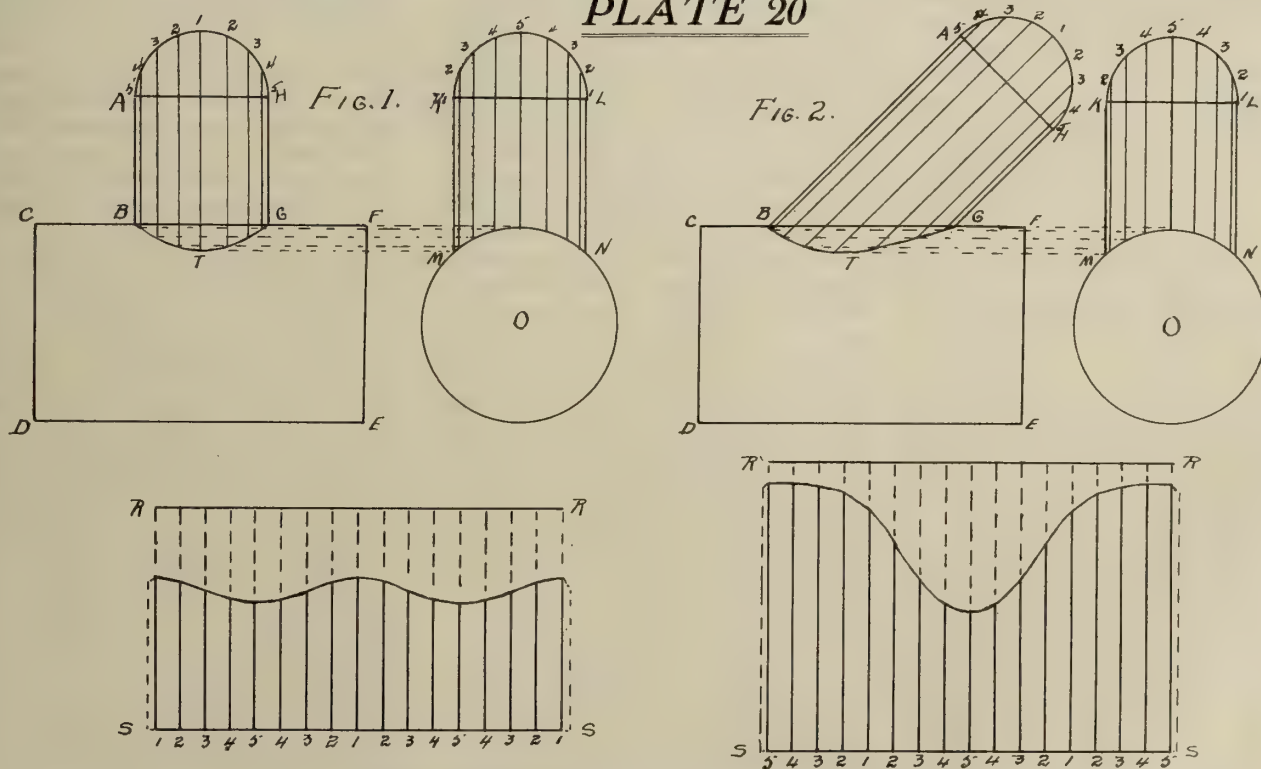
The worst, Mr. Durand said he believed was past. He did not think there would be anything as bad as the present winter, and he calculated that the war would be over by fall, following which he expected a slight boom.

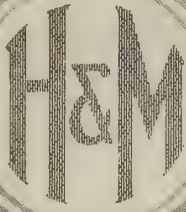
He admitted they were feeling the depression, but would pull through without being compelled to branch out into new lines. Prices were being reduced both by manufacturer and retailer, and it was necessary for all to sharpen their pencils and go hard after business.



The things you cannot afford to buy and pay for when you get them are usually things you can get along without.

PLATE 20





Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

Reports this week indicate a slight improvement in business throughout the country districts. City business is still quiet and the outlook for building during the coming spring is rather dull. Many price changes are being made daily as a result of the tariff changes. In addition to the many changes reported in previous issues of Hardware and Metal, many more are reported this week. The metal markets are quiet although prices are all exhibiting an upward tendency. Spelter has advanced further and has reached a record price. Advances have recently been made in rope, sash cord, bolts, screws, ammunition, fencing, galvanized iron, sheet zinc, dry zinc, arsenate of lead, bass brooms, builders' hardware, poultry netting, nails and many other lines reported in the market letters.

MONTREAL.

MONTREAL, March 4.—The hardware trade is still in progress of absorbing the readjustments of prices which logically followed the tariff advances embraced in the White war budget. Generally speaking, the retailer can look for advances in nearly all lines which are imported from the States or abroad, or which are manufactured from materials so secured and this embraces the bulk of the average stock. To give the definite results of these adjustments is practically impossible at the moment—many advances have been made, others are being made and in other cases lists have been withdrawn pending rearrangement. Generally speaking, the trade can count upon an advance of 7½ per cent. on lines imported from the United States—and perhaps a little more in some lines where

raw materials have advanced to a marked extent—and 5 per cent. of British goods with the same conditions prevailing, while on Canadian lines manufactured from imported raw materials, the advance will generally be 5 per cent. to 7½ per cent., and in some cases a little more.

So far as the heavier standard lines are concerned, the price changes are being announced to cover the situation generally, but in the numerous articles which are generally classified as shelf goods—cutlery, builders' hardware and all the smaller articles—the exact time at which the advance will go into effect will depend upon the action of the wholesaler and the wholesaler is working from two standpoints, for he will probably delay some advances where he has a heavy stock and in other cases the change will not be made coincidentally with other houses, as his catalogue may be differently arranged and all the prices cannot be figured at the same time. Readjusting hardware prices in general is no small task.

And the tariff is not the only important factor in the market. The metal situation continues to be very unsettled. With prices generally advancing the result is that some of the price changes made at this time will be more than the advance in duty to cover the changes in raw material which have occurred since the quotations which have prevailed were made.

Trade generally during the week has shown marked activity in general country lines. The fact that stocks are generally short in retailers' hands coupled with the approach of spring and the tendency for higher prices has created a

demand which is better than at the same period a year ago. In the city trade there has been no change and things are dull.

Some of the important lines which have been advanced during the week are: Ammunition, bolts and nuts, cord sash, American files and rasps, night latches, poultry netting, Manila rope, solder, etc., while shelf goods in general have been affected in the manner stated, the majority of Canadian makers having withdrawn prices while advances are in force on imports. In the metals, tin is up again, lead is higher, spelter has further advanced and antimony also is up, while brass and brass tubing, etc., and copper bars and sheets have felt the effect of the higher cost of the raw materials.

The Metals.—There seems to be no roof to the metal market. Prices continue to soar and if these high levels are continued for any considerable length of time, it may be expected that there will be material advances further than those resulting from the advance in the tariff. This week it will be noted that quotations on brass and copper materials, solder, etc., have gone up, in addition to advances on the raw metal, and as the strain continues the effect will be more widespread. The present price of tin, spelter and some other materials put them practically out of the reach of the manufacturer and if stocks do not hold out until the market rights itself the consequences are logically evident.

Tin.—Considerable spread is now noted in the tin quotations, the top of the market in the trade having advanced to 50c while 46c, last week's price, remains as the low. New York has advanced nearly 3c during the week on London strength. The conditions are now quieter, and there has been a slight recession in London, but the market is still a strong one without the nervousness apparent early in the week.

Copper.—The position of the copper market has changed little. The threatened blockade of England against the Germans is causing some concern on this side of the Atlantic as it would interfere with German imports and with the output increasing in the States since the first of the year the export demand must continue to hold the market on its pre-

MONTREAL QUOTATIONS.

Tin	46-50c
Spelter	\$12.50
Copper	\$16.50
Lead, Trail, cwt.	\$5.25
Lead, Imported, cwt.	\$5.50
Antimony	21c
Solder, ½ x ½	22 to 27c
Solder "strictly"	24 to 29c
Aluminum, Ingot ..	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	\$2.15 base
Cut Nails	\$2.50 base
Pure Manila Rope	14½¢ base
British Manila Rope	11c base
African Hemp	11c base
Sisal	10c
Lath Yarn	8¾¢

sent level. The development of the week in Montreal has been that the continued high market for raw material has affected manufactured products. Quotations: Casting ingot\$16.50 Bars 1/2 to 2 in. 25.00 Plain sheets, 14 oz., 14 x 28 in. 14

x 60 in. 23.00 Copper sheet, tinned, 14 x 60, 14 oz. 25.50 Copper sheet, planished, 14 x 60, base 31.00 Braziers' in sheet, 6 x 4, base 26.00

Solder.—The continued high price of tin is having a direct effect on the solder market. The result is that while there are rapid advances quoted by some houses, others are holding to the old level on old stocks. Half-and-half is now quoted as high as 27c and as high as 29c can be heard for the strictly pure; 22c and 24c is about the lowest level respectively.

Spelter.—Despite the advance made in the price of spelter a week ago, from 93/4c to 11 1/2c, a further advance is recorded this week, to 12 1/2c, and it is likely that the market will go still higher in view of the American situation and the recent tariff increases. During the week spelter on the other side of the line has advanced about 1c—to 10.5 at St. Louis—and at this high price sellers are reported as being more shy than ever with many inquiries from consumers. Export business is off on account of the price and in fact many American firms have been buying back at higher figures than they sold so as to conserve stocks.

Brass.—Brass quotations have at last been affected by the rising market in the States and the new tariff regulations. Following are the figures as given for this week:

Springs, sheets, up to 20 gauge....\$0.31 Rods, base 1/2 to 1 in. round..... 0.24 Tubing, seamless, base 0.26 Tubing, iron pipe size, 1 in. base .. 0.26 Copper tubing, 4c extra.

Lead.—An advance of 10c in the States

by the trust, together with the higher duty, has had the effect of raising the price to \$5.50 on this market. Sheet zinc has gone up at the same time to \$14, which is 1/2c above the advance of a week ago.

Antimony.—Antimony has been further advanced from 19c to 21c, and, with prices prevailing as high as 23c in the States, further increases on this market are to be expected if the situation holds.

Ammunition.—The tariff is directly reflected in the new prices for ammunition

NEW DISCOUNTS ON BOLTS AND NUTS.

Carriage Bolts (\$1.000 list) 3/8	
dia. and smaller 65,	10%
Carriage Bolts (\$1.00 list) 7-16	
dia. and larger 57 1/2.	
Machine Bolts 3/8 in. dia. and	
smaller 70%	
Machine Bolts, 7-16 in. dia	
and larger 60%	
Sleigh Shoe Bolts, 3/8 in. dia.	
and smaller 62 1/2 %	
Sleigh Shoe Bolts, 7-16 in.	
dia. and larger 50,	12 1/2 %
Coach and Lag Screws	75%
Skein Bolts 72 1/2 %	
Square Head Blank Bolts	60%
Bolt Ends 60%	
Plow Bolts 55,	10%
Elevator Bolts 60,	5%
Fancy Head Bolts 50,	5%
Shaft Bolts (\$3.00 list) . 50,	5%
Step Bolts, large head	
(\$3.00 list) 50,	5%
Whiffletree Bolts 50,	5%
Nuts, square 4 1/4 c. off list	
Nuts, hexagon 4 3/4 c. off list	
Terms: 2% off 30 days from date of	shipment.

which have been announced. This covers an increase of about 7 1/2 per cent. on the American goods, while the new Canadian discounts are as follows:

.22 short and long, black, an .22 long smokeless, 45 and 2 1/2 per cent.

.22 short smokeless, 50, 7 1/2 per cent.

.22 long rifle, black and smokeless, 35, 2 1/2 per cent.

Other rim fire, 40, 2 1/2 per cent.

Centre fire pistol, 10, 5 per cent.

Centre fire sporting, net.

Shot shells, brass, 45, 12 1/2 per cent.

Primers, 2 1/2 per cent.

Empty shot shells, 30, 10 per cent.

B B caps, 50, 5 per cent.

C B caps, 45, 2 1/2 per cent.

Terms—net 90 days, 2 per cent. off 30 days.

Bolts and Screws.—A new list has been announced on bolts as the result of the tariff advances on raw materials. New prices on screws are in effect as announced last week. The list for bolts and nuts is now as follows:

Carriage bolts (\$1). list, 3/8 in. dia. and smaller, 65 and 10 per cent.

Carriage Bolts (\$1), list, 7-16 in., 57 1/2 and 10 per cent.

Machine Bolts, 3/8 in. dia. and smaller, 70 per cent.

Machine Bolts, 7-16 in. dia. and larger, 60 per cent.

Sleigh Shoe Bolts, 3/8 in. diameter and smaller, 62 1/2 per cent.

Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12 1/2 per cent.

Coach and Lag Screws, 75 per cent.

Skein Bolts, 72 1/2 per cent.

Square Head Blank Bolts, 60 per cent.

Bolt Ends, 60 per cent.

Plow Bolts, 55, 10 per cent.

Elevator Bolts, 60 and 5 per cent.

Fancy Head Bolts, 50 and 5 per cent.

Shaft Bolts (\$3) list, 50 and 5 per cent.

Step Bolts, large head (\$3) list, 50 and 5 per cent.

Whiffletree Bolts, 50 and 5 1/2 per cent.

Nuts, square, 4 1/2 c off list.

Nuts, hexagon, 4 3/4 c off list.

Stove Rods, per lb., 5 1/2 to 6c.

Stove Bolts, 82 1/2 per cent.

Tire Bolts, 75 per cent.

Sash Cord.—New prices on sash cord have been announced, the following now being effective:

No. 5 special 50

No. 6 lb. 27

No. 7 lb. 26

Nos. 8, 9, 10, 12 25 1/2

Poultry Netting.—Following the withdrawal of the prices on poultry netting, which were: 2 in. mesh, 19 w.g., 50, 10, 5 per cent off; 1 1/2 mesh, 50, 10, 5 per cent. off, a new basis has been announced of 45 per cent. off flat.

Rope and Twine.—A change in the price of rope is announced by which the base for pure Manila has been advanced from 14c to 14 1/2c. The sisal base is 10c as set by the "association," being 1/2c above the manufacturers' price.

Galvanized Sheets.—Some slight changes have been made in the quotations for Queen's Head and Colborne Crown sheets. Galvanized sheets may be expected to take a material advance if the present high price of spelter continues. Following prices are for case orders with an advance all round of 25c on broken lots:

B. W. Gauge.	Queen's Head.	Colborne.
16-20	\$3.80	\$3.60
22-24	4.00	3.80
26	4.25	4.05
28	4.50	4.30

Yale Locks.—The Yale Company has advised that there will be an advance of 7 1/2 per cent. on their line of goods as the result of the tariff changes.

Bar Iron and Steel.—The market is firm and some price readjustments may be looked for. The base for bar iron is \$2 with 5c up for small orders.

Iron and Lead Pipe.—The market is firm on recent advances but the demand is light. Lead pipe is particularly firm on the higher quotations for raw material announced by the trust in the States. List prices are being closely adhered to.

TORONTO QUOTATIONS.

Tin	46 1/2 c
Copper	16 1/2 c
Lead	5 1/2 c
Spelter	12c
Antimony	21c
Aluminum Ingot	23 1/2 c
Aluminum Pattern	24 1/2 c
Solder, 1/2 x 1/2	27 1/2 c lb.
Wire Solder	30c lb.
Wiping Solder	23 1/2 c lb.
Tinker's Bar Solder	30c lb.
Wire Nails	\$2.20 base
Cut Nails	\$2.70 base
Poultry Netting	45%
Pure Manila Rope	14 1/2 c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9 1/2 c base

Wire Fencing.—The market is strong but ordering has not been so heavy owing to the higher prices. Not only is there the duty to be faced in Canada but the fact that in the United States there has been a general advance on all galvanized wires owing to the high price of spelter.

Nails.—The market is holding steady on the recent advance but the demand is naturally not heavy. Wire base is \$2.25 and cut \$2.50.

Builders' Hardware.—Builders' hardware in general has been advanced or will be immediately that adjustments can be made. In the case of goods imported from the United States there is a general increase of about $7\frac{1}{2}$ per cent., while on Canadian goods the majority of quotations have been withdrawn for the time being until the new prices can be figured.

Utensils.—There have been no further changes in the price of utensils following the new discounts as announced last week. Interest centres in the spelter situation and the possibilities of material advances being necessary in galvanized ware.

Stoves and Furnaces.—The market shows little sign of reviving and the outlook is for a quiet spring in these lines. With the trade generally buying hand-to-mouth, early placing is hardly to be expected.

TORONTO.

TORONTO, March 4.—The general situation as regards the hardware trade is much the same as last week. Business in the city is quiet and is picking up slowly, but the country trade is showing more activity. The approach of spring should have a stimulating effect on business, which is being restricted to some extent on account of the tariff. Many price changes have taken place and in some lines lists have been withdrawn pending a revision of the schedules. This has had the effect of inducing some consumers to hold up orders until conditions are more settled and in other cases creating buying. Price adjustments are still being discussed and a few more changes have been announced recently in addition to those already referred to in previous issues of Hardware and Metal. The Wholesale Hardware Association which met here last week has not as yet announced many price changes but a revision, most probably upward, is contemplated for some lines, although the condition of trade at the present time does not warrant any drastic measures. A conservative policy will no doubt be adopted.

The lines which have been advanced this week include poultry netting, $1\frac{1}{2}$ in. and 2 in. mesh; bolts and screws, jute

and Manila rope, wrapping cottons, wire clothes-line, staples, American oakum, O. and A. wire fence. Further price changes will be recorded in the current market quotations as they are announced.

In the metal markets, tin, solders, spelter and antimony have advanced. All markets are very firm but the volume of business is only fair. The iron and steel trade is still dull and no appreciable improvement is noticeable. Prices are firm but no changes have to be recorded. The scrap metal market is quiet but prices of scrap copper and brass have advanced $\frac{1}{2}$ c per pound, due to the increased cost of copper. Scrap zinc has advanced 1c per pound. The situation in the rope market is unsatisfactory as regards raw materials and prices have advanced on jute, Manila and Italian rope. The prospects are better for improving business. American oakum is up 1c per pound, and 3-ply wrapping cotton has advanced $\frac{1}{2}$ c per pound. Wire clothes-line has advanced 15c per 1,000 feet and O. & A. fencing 10c.

Metals.—Business is improving to some extent, although there is only a fair volume of business moving. The local markets are firm, due to strength in London. The spelter situation is unchanged and is the most interesting feature in the markets. Latest quotations on metals are given in the panel on this page.

Tin.—The market is excited in London and has advanced apparently on account of the continued congestion at the London docks. Tin has advanced $1\frac{1}{2}$ c per pound and the local quotation is $46\frac{1}{2}$ c.

Copper.—The market is quiet and unchanged. There is no improvement in the export and shipping situation. Local quotations are firm at $16\frac{1}{2}$ c per pound.

Spelter.—The market is very unsettled here and the extraordinary situation is unchanged. Spelter is now quoted at a figure never reached before, constituting a record for this market. Spelter has advanced $\frac{1}{4}$ c and is now quoted at 12c per pound.

Antimony.—The market is quiet but firm with active demand. Antimony has advanced $\frac{1}{2}$ c, being quoted at 21c per pound.

Other Metals.—The market is quiet but very firm, and an advance may be expected. Local prices are unchanged at $5\frac{1}{2}$ c per pound. Prices on all solders have been advanced $\frac{1}{2}$ c per pound, on account of the increased cost of tin. Prices of solders are given in the panel and current market quotations.

Zinc Sheets.—Prices on zinc sheets have advanced and are now quoted at \$15 per cwt.

Bar Iron and Steel.—The new prices given last week are holding firm, although conditions in the steel trade hard-

ly warrant it. Business is quiet, but the outlook is better. Bars are quoted at \$2.05 base.

Pig Iron.—The advance in prices has had a tendency to depress the market. Business is light but a report that the Victoria furnace at Port Colborne, Ont., may be blown in this month indicates that a revival is anticipated.

Lead and Iron Pipe.—There has been no further change in prices. Lead pipe is quoted at $7\frac{1}{2}$ c and waste-pipe 9c net. Prices of iron pipe are given in the current market quotations.

Scrap Metals.—Copper and brass scrap has advanced $\frac{1}{2}$ c per pound, due to the high price of copper. Heavy copper is now 11c, heavy brass 8c, light brass 6c, and zinc 6c. No. 1 composition 10c, and composition turnings $8\frac{3}{4}$ c per pound.

Poultry Netting.—A new discount of 45 per cent. has been announced. Prices of English netting will advance but no definite particulars are available at this writing.

Bolts and Screws.—There is an advance in bolts and screws to be noted. A detailed list of new discounts is given in a panel.

Wire Clothes-line.—An advance of 15c per 1000 feet has been made in clothes-line. The new prices are given in the current market quotations.

Wire Fence.—Prices of O. & A. fence have been advanced 10c per cwt., No. 10 now being \$2.46, No. 11 \$2.52 and No. 12 \$2.60 per cwt. All quotations on galvanized fencing have been withdrawn pending a revision in the price list.

Wire.—The new base price of \$2.30 on smooth steel wire and hay wire reported last week has been maintained.

Staples.—Bright fence staples are now being quoted at \$2.60 and galvanized fence staples at \$3 per 100 lb., representing an advance of 10c and 15c respectively.

Galvanized Sheets.—There has been no change this week but higher prices are anticipated. Galvanized sheets have advanced \$3 per ton in the States.

Binder Twine.—It has been customary in the past to issue new prices about March 1. This year, however, will be an exception to the rule on account of unsettled conditions in Mexico, and it is impossible to say when new prices will be announced. Shipments of sisal fibre have been suspended and the stocks on hand are not sufficient to meet the manufacturers' requirements for this year. There is no doubt but that prices, when they are announced, will be considerably higher than at the present time. If sisal fibre cannot be obtained, Manila will have to be used to a much larger extent than usual.

Rope Higher.—As predicted in the last issue of Hardware and Metal there has

been an advance in several lines of rope. The situation is still very unsettled and raw materials have lately increased in cost with the result that manufacturers have raised their prices. The new quotations are as follows: Pure Manila rope, 14½¢; jute rope, 11½¢ and Italian rope 25¢ per pound.

Oakum.—Two lines have advanced but the rest are unchanged. The new prices are: Best American, 10½¢, and U. S. Navy, 9¾¢ per pound.

Wrapping Cotton.—The new price on 3-ply wrapping cotton is 19½¢ per pound.

LONDON.

LONDON, Ont., Mar. 4. — Many price changes have taken place during the past week and there has been an advance of 7½ per cent. on American goods and 5 per cent. on English goods. The new prices are nearly all now in effect. The outlook for building for next spring is not very bright. Business continues fair, and collections are fairly good.

New Prices

Among the new prices now in effect are, poultry netting, now quoted 45 per cent. discount; O. & A. wide, now \$2.30 base, with net prices as follows: No. 10—\$2.46 per 100 lb.; No. 11—\$2.52 per 100 lb.; No. 12—\$2.60 per 100 lb. Galvanized wire, \$2.30 base, with net prices: No. 9—\$2.30 per 100 lb.; No. 12—\$2.45 per 100 lb.; No. 13—\$2.55 per 100 lb.; barb, \$2.55 per 100 lb.; No. 9, coil spring, \$2.35 per 100 lb.; No. 12, coil spring, \$2.55 per 100 lb. Wire nails are \$2.20 base and cut nails \$2.70 base. New discounts are out for ammunition and higher prices are now in effect. Soft brass wire is quoted at 40 per cent.; brass spring wire 40 per cent.; soft copper wire 40 per cent. Lanterns have advanced 25 cents per dozen and genuine ruby globes are now \$2.20 per dozen.

Rope Higher.

Rope has advanced and the following prices are now being quoted:

	Per lb.
Pure Manila	14½¢ base.
British Manila	11¢ base.
African hemp	11¢ base.

Linseed oil, turpentine and white lead remain unchanged. Putty is unchanged, although higher prices are expected.

WINNIPEG.

WINNIPEG, March 4. — Again there are many changes in price to report, these being without exception in an upward direction. A great number of these changes are the result of the tariff. Raw materials, of course, have a good deal to do with advances in other lines. Right here

it might be again stated that every indication is that the upward movement in prices will continue. There are a number of advances which have not been made yet which apparently are sure to come.

Galvanized Iron Again Up.

Galvanized iron, which rose 25¢ last week, once more moves upwards this amount. Apollo and Fleur De Lis, 10¾ oz. or 28 English, are now selling at \$5.25, while Queen's Head in this gauge sells at \$5.60. Other changes are given in the Winnipeg hardware quotations. The advance here is due to the scarcity of zinc and the high price which must be paid for this.

Rope Makes Advances.

Pure Manila rope has moved upwards ½¢, being now quoted at 10¢. Sisal and British Manila remain at their old quotations, but are quite likely to follow the movement of pure Manila. This advance is due to the scarcity of raw material largely.

Look Out for Wire Nails.

An important feature of the market relates to wire nails. Word comes that

these have risen from 10¢ to 20¢ per keg in the East, and manufacturers, in writing Western jobbers, indicate that it may be necessary to make advances on shipments to the head of the lakes. Such advances have not yet come, the old quotations still holding for the Western trade. It must be remembered, however, that American competition was largely responsible for keeping down the price of wire nails last year. Supplies over there are in demand, and the added duty also makes this competition for the time being almost a thing of the past. It seems quite probable, therefore, that prices of nails will go up. If the demand for this line increases, such a rise is certain.

Electric Irons Cost 25¢ More.

Another line quite largely sold throughout the hardware stores, which has advanced, is electric irons. These are generally up 25¢ each, the rise being due to the new duty.

This month, as is usually the case in March, there is a good demand for formaldehyde and blue stone—products used to exterminate smut from the seed. There is some doubt, however, if the buying will be sufficient to fill the needs of the farmer, since, with the increased acreage, more than usual is certain to be required. There are good supplies of blue stone on hand, the present quotation being 6¢. Following the rise in copper, blue stone has advanced again, being quoted in New York at 6¢, which would justify a price of 7¼¢ in Winnipeg. This further advance, however, has not yet been made. For reasons other than market conditions, it may not be made for some little time. The supply of formaldehyde is satisfactory at present, but there seems doubt as to whether this will be sufficient to meet the larger orders which are expected.

Batteries Uncertain.

It would seem quite possible that batteries will advance again. The last rise in sheet zinc has affected this line, increasing the cost of batteries perhaps ½¢. Manganese is also very high. The opening up of the Dardanelles—should this take place shortly—would make it somewhat easier to get manganese from Russia, and might result in price reduction for this commodity.

Bass brooms have just been advanced 40 per cent. Parlor brooms have not yet gone up at all, but an increase in this line seems one which may be expected.

Augers Going Up.

Auger bits show an advance, Irwin now being quoted at 40 per cent. off and common at 70 per cent. off, instead of the old 70 and 10 per cent.

Norris anvils are also up. Full quotations for this line are given in the Win-

WINNIPEG QUOTATIONS.

Anvils:

Peter Wright	13¢ per lb.
Clip Horn	14¢ per lb.
Norris	11¢
Boiler Tubes, 2"	per foot 10½¢
Solder	27¢-28¢ lb.
Linseed Oil, raw	79¢ gal.
Linseed Oil, boiled	82¢ gal.
Poultry Netting	50% off
Turpentine	75¢
Wood Alcohol:	
Single gals	\$1.20
Five gals.	\$1.15
Galvanized Iron. 28 English	

Apollo:

Fleur de Lis	\$5.25
Queen's Head	5.60

Corrugated Sheets, 28-gauge

galvanized	\$3.45
Glass, First Break	\$5.25
Rope, Pure Manila	16¢
Sheet Zinc:	

Cask lots	13¼¢
Small lots	13½¢
Stellson Wrenches. 65 and 5% off	
Steel Hoops, ½"	\$5.00
Blue Stone, per lb.	6¢
Hinges:	

Corrugated Strap	4, 90¢
Corrugated T.	4 \$1.10
Lanterns all up	25¢
Iron Pipe:	

Galvanized, ¼-inch	\$3.70
Black	\$2.65

White Lead:

Pure, ton lots \$9.45 less \$9.75.	
------------------------------------	--

Barb Wire per Spool:

Lyman 4 point, Ft. William	\$2.05
Winnipeg	\$2.40

nipeg hardware quotations. Norris, of 41 to 56 lbs., are quoted at 13½¢, and other lines in accordance. Norris vises also are up, those of 45 lbs. and under being listed at \$6; over 45 lbs., at 13¢ per lb.

Boiler Tubes Climb.

Boiler tubes, too, have advanced—2 in. are now selling at 10¼¢ per foot; 2½ in. at 14½¢; 3 in. at 17½¢.

Stillson wrenches have risen about 4 per cent., the present discount being 65 and 5.

Glazed points, for which there is considerable demand at the present season, are up 15¢ per dozen papers.

Steel Hoops Higher.

Steel hoops also are quoted at on higher basis, the price for ½ in. being \$5; ⅝, \$4.75; and ¾, \$4.35.

Dealers may rest assured that prices of paints and paint products, such as brushes, will advance within a week or two. It is possible that a higher figure will be struck within the next few days. The cost of raw material was enough to justify this advance without the additional tariff which has recently been imposed. Glass, of course, will also be shortly put upon a higher level. For the time the present prices hold.

A GOVERNMENT OPPORTUNITY.

(Continued on page 41.)

alone; in 1912, these same hotels entertained 73,725, an increase of 65,000 in ten years and 10,000 in one year. A railway official who is in a position to know, says that this estimate is too low, and that if an actual count were taken, the number of visitors at Banff alone last year would come nearer 125,000, but the writer has been unable to find figures to verify this.

Strange as it may seem, the percentage of Canadian travel through the mountains is small compared to that of the American, while it is the favorite route for the around-the-world tourist.

Since this year we have been celebrating the hundred years of peace between Canada and the United States, all historic points of interest would form a prominent part of any booklet the government might issue. In short there are wonderful opportunities for this country in the matter of attracting tourists and those who want to get back to the simple life for a month or two. And now is the time to act if ever.

Great Benefit to Merchants

From the standpoint of the dry goods trade and, in fact, practically every trade, three or four thousand extra visitors who spend three or four thousand dollars each on a single trip, would mean a great deal.

It would appear therefore, that a strong advertising campaign in national mediums in the United States telling the people there of our natural beauty and historic points of interest, would result in general good from the Atlantic to the Pacific.

CATALOGUES AND BOOKLETS

Stanley Works Catalogue.

The Stanley Works, New Britain, Conn., is now distributing to the trade a handsome 260-page copyrighted catalogue bound in red flexible covers. It is printed handsomely in colors, showing to advantage the many lines of wrought hardware in steel, brass and bronze. The printers advise that as far as they know it is the largest book which has ever been printed on dull coated paper. This dull finished paper does away with the disagreeable glare of the gloss-finished coated paper.

In the front are two full-page views of the Stanley Works at New Britain. The book is departmentalized as follows: Part I, covering wrought butts and hinges; Part II, wrought door bolts, barrel bolts, etc.; Part III, wrought shelf brackets, thumb latches, handles, storm sash hangers and other miscellaneous goods; Part IV, hinges and fastenings for outside window blinds, and Part V, a comprehensive telegraph code covering correspondence, dates, discounts, finishes, numbers, orders, quantities, qualities and sizes.

There are two pages each of alphabetical index and numerical index, together with two pages describing the various finishes, which give some idea of the wide range of the line.

Spray Pump Catalogue.

F. E. Myers & Bro., Ashland, Ohio, have just issued catalogue No. 8 P 15, containing 64 pages, showing Myers spray pumps for spraying, painting and disinfecting, and showing a line of spray pumps ranging from the small bucket pump to the large power outfits. A large line of accessories such as nozzles, fittings, hose, etc., is also shown. An article on spraying, together with the best of spraying formulas, and spraying calendar, appearing at the back of the book, is in line with the present spraying requirements and has been given the approval of agricultural experimental stations and others familiar with spraying needs. Copies of the catalogue will be mailed on request.

Catalogues and Booklets.

Crescent Tool Co. have issued a series of attractive circulars featuring their various lines of tools. The circulars with the dealer's name imprinted on the front cover, are supplied free of charge.

Advance List.

Hood's, Ltd., Birmingham, Eng., have issued their annual advance garden list featuring an extensive line of garden and lawn tools, etc. Copies will be mailed on request.

The "Helperlogue."

The 1915 "Helperlogue," issued by Miller-Morse Hardware Co., Winnipeg, and consisting of 72 pages, is entirely different to the average publication featuring hardware tools. The Helperlogue in addition to showing an extensive line of hardware, sporting goods, etc., with illustrations, descriptions, and other details, gives the mail-order price for each article and also shows the dealers' cost in a simple code easily understood by the merchant, but not by the consumer. Several articles in the book deal with mail-order problems and in addition there are several special articles by members of the Miller-Morse staff, as follows: Advertising by J. C. Craig and G. S. H. Williamson; Builders' Hardware, by J. G. Herman; Buying, by J. M. Lynch; Finance, by J. G. Corbett; Salesmanship, Sales and Prices, by L. C. Marr; Sporting Goods, by W. L. Cordingley; Store Management, by L. A. Blackwood. The book gives information as to competitive prices, buying, advertising, service to customers, credits, practical ideas on running the store, booming trade, etc. Merchants can secure a copy of the "Helperlogue" by writing to the Miller-Morse Co., Winnipeg.

PAINT MARKETS.

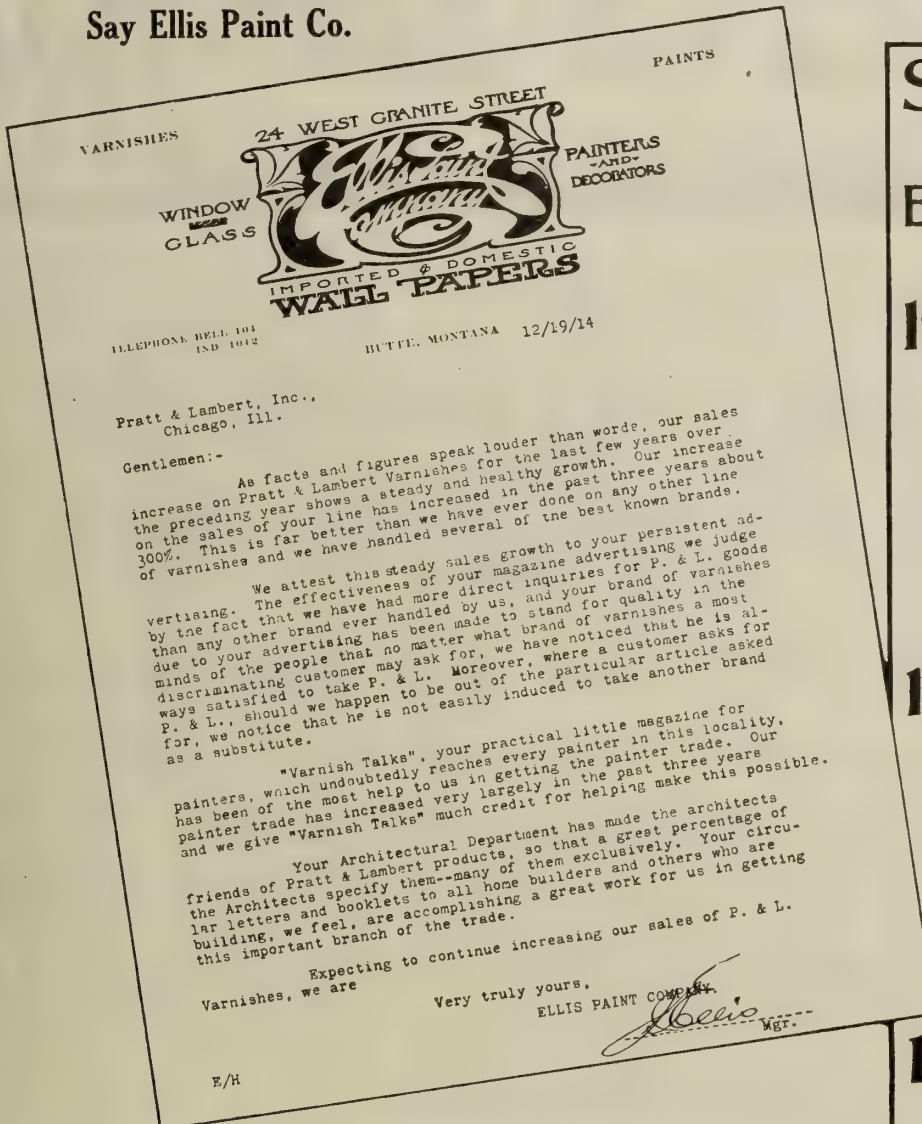
(Continued from page 52.)

Glass.—The situation is unchanged. The old prices are still in force, but a change is confidently expected in the near future on account of the extra duty on glass.

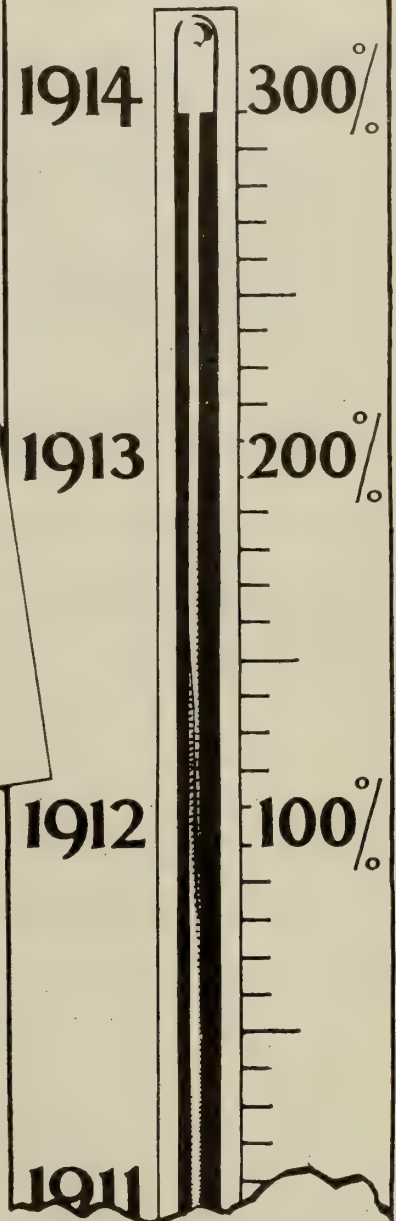
Putty.—The market is quiet, and prices are unchanged. The following prices are for standard putty in less than ton lots:

	Per 100 lbs.
Bulk, bbls., 800 lbs.	\$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00
Pure putty, 60¢ per cwt. advance.	

"Sales Increase on Pratt & Lambert Varnishes 300% in 3 Years" Say Ellis Paint Co.



Sales Increase Barometer ELLIS PAINT CO.



HAS your varnish sales barometer soared 300% in three years? Is it rising higher and higher? If not, no matter what line of varnishes you are now handling, you may be able to profit by the experience of the Ellis Paint Company, who say: "This is far better than we have ever done on any other line of varnishes and *we have handled several of the best known brands.*" Read their letter, which gives some of the reasons why such sales records are possible, not only for them, but for you.

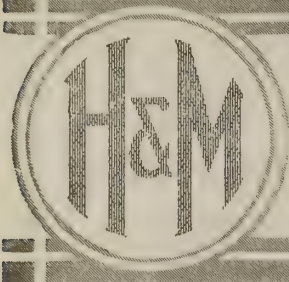
Then Write For Complete Pratt & Lambert Dealers' Proposition.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario

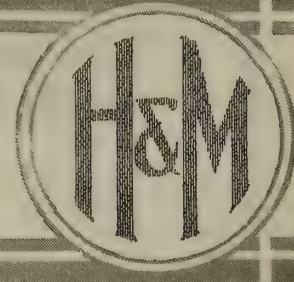
Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg



Weekly Paint Markets



MONTREAL.

MONTREAL, March 4. — The trade seems to have taken courage from the clearing up of the paint situation by the tariff increase, which had the effect of putting the whole market on a very firm basis—assuring future advances on new importations when present stocks are exhausted in addition to the advances which took immediate effect. Higher paint prices following the present season are predicted generally in the trade. Under these conditions orders have been placed more freely, and the opinion has been heard that the business of the past two weeks was better than at the same period a year ago.

Actual advances during the week have not been many. Linseed oil is firmer, and refiners are asking a shade higher. Zinc has taken a big upward movement, and to-day costs $3\frac{1}{2}c$ more than under the conditions upon which prices have been based. The advance will have an immediate effect on dry stocks, but the adjustment on quotations in oil will depend to a large extent upon stock on hand. This same state of affairs applies to many other lines, such as whitening, Paris plaster and white, imported colors, dry and in oil, etc.; some prices have been advanced, others withdrawn, and still others likely to be changed in the near future.

Linseed Oil.—The oil market is stronger, and refiners report advancing prices, advising $69\frac{1}{2}c$ and $72c$ as the basis, this being $1c$ above last week. However, it is understood that the old basis will still hold for substantial orders. In the trade the spread continues. Quotations of $66c$ and $71c$ as a basis are still heard, with $70c$ and $73c$ generally asked and $72c$ and $75c$ at the top of the range. There is noted, however, a tendency towards the higher figures.

	Raw.	Boiled.
1 to 2 bbls.	$68c$ $72c$	$71c$ $75c$
3 to 5 bbls.	$67c$ $71c$	$70c$ $74c$
6 to 9 bbls.	$66c$ $70c$	$69c$ $73c$
10 bbls. and over.	$65c$ $69c$	$68c$ $72c$
5-gal. lots	$70c$ $74c$	$73c$ $77c$
5-gal. cans 50c each; 10-gal. cans	$75c$ each.	

Gasoline and Benzine.—Adjustment of the recent advance in gasoline has been

made, and is found not to apply to drums, for which the price is still $15c$, but to apply to tank wagon orders now at $14\frac{1}{2}c$, without distinction for quantities under or over 100 gallons. There has been nothing further with regard to benzine prices, but higher quotations are looked for in some quarters.

Turpentine.—There is practically no change in the turpentine market, although quotations seem inclined to ease off a little from the top. Despite the fact that refiners are asking $67\frac{1}{2}c$, as stated a week ago, there are still quotations to the trade at $66c$, while the range goes up to $70c$.

	Per gal.
$\frac{1}{2}$ -bbl. lots	$69-73c$
1-bbl. lots	$66-70c$
2 to 4-bbl. lots	$65-69c$
5 to 10-bbl. lots	$64-68c$

Glass.—The readjustment of glass prices is still being considered by the dealers in Montreal, and no definite decision has been arrived at. A meeting was held this week, but little was accomplished. An advance still appears to be the probable outcome.

Whiting, Colors, etc.—Prices for whitening are very firm, and advances are warranted, but the inclination seems to be to make adjustments when more costly supplies are received. Putty is strong in sympathy, despite small consumption. Paris plaster and Paris white are practically in the same position as whitening, and new supplies will cost considerably higher. Dry colors are very unsettled owing to cutting off of European supplies: some advances have been made and others will follow as supplies run low.

White Lead and Zinc.—With an advance of about $3\frac{1}{2}c$ in the cost of ground zinc laid down in Montreal, the trade will have to pay the difference. Zinc in oil will also be higher when adjustments are made.

TORONTO.

TORONTO, March 4.—There has been a noticeable improvement during the week in the paint market, due principally to a larger volume of business from the country trade. One paint house reports that February was a very satisfactory month, considering

the conditions which prevail. The city trade has hardly begun to move yet, but with milder weather it will pick up. Price adjustments due to the tariff are still under consideration, but the only change to note this week is in arsenate of lead, which has advanced $3\frac{1}{2}c$ per pound, due to the higher cost of raw materials. Linseed oil and turpentine are unchanged but firm, although there is not much business moving. Glass is unchanged, but higher prices are expected shortly. Putty is quiet and unchanged. The demand for gasoline is improving, and coal oil is moving out fairly well. Collections are slow.

Linseed Oil.—The market is firm and prices are being maintained at last week's level. Flax seed is firm, and crushers are holding prices, but the light demand does not encourage dealers to advance quotations. At the same time, present prices are considered to be low, and if the demand were heavier there would no doubt be an advance. Raw oil from the Old Country could not be laid down in Toronto for less than $78c$ per gallon, which eliminates for the time being competition from that quarter. The following prices are being quoted in Toronto:—

	Raw.	Boiled.
Single bbls.	71	74
3 to 5 bbls.	70	73
6 to 9 bbls.	69	72

Turpentine.—Business is very quiet and the situation unchanged. The new turpentine will be on the market in April. It is stated, however, that the production will be restricted, so lower prices can hardly be expected on this account. The following prices are being quoted in Toronto:—Single barrels, $68c$; 2 to 4 bbls., $67c$; 5-gallon lots, $77c$.

Arsenate of Lead.—Prices have advanced $3\frac{1}{2}c$ per pound owing to increased cost of raw materials. The new list is given in the current paint market quotations.

White Lead.—A fair demand for white lead continues. Prices are given in the current paint market quotations.

Gasoline.—The demand for gasoline is improving. The price is unchanged at $18c$ gallon. Benzine is quoted at $18c$ per gallon. Coal oil prices are given in the current market quotations.

“SELLING”

is only ONE of TWO important things a GOOD salesman is supposed to do—and it is NOT the more important of the TWO.

THE IMPORTANT THING IS TO
MAKE FRIENDS FOR THE BUSINESS

BRANDRAM'S B.B. GENUINE WHITE LEAD,
persistently recommended and consistently backed
up, will make more friends for your PAINT
DEPARTMENT and MAKE IT PROSPER
BETTER THAN ANYTHING ELSE.

It always pays to SELL the best,
especially in an article where

“SERVICE”

is the qualification demanded.

And if there is one thing that your customers will appreciate
about “B.B. Genuine,” it is the Service it Gives,
and YOU get the Credit for this.

BRANDRAM-HENDERSON

LIMITED

Montreal

Halifax

St. John

Toronto

Winnipeg

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and Nitro Club Remington, and "Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 per cent.; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 30 days net.

Shot standard, 100 lbs., \$15.45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hallett's 21 00 19 00

ANVILS.

Buckworth, per lb. 0 10½

AUGERS.

Ford's auger bits, 30 and 10 p.c. Irwin's auger, 45 p.c. Mearns' auger 70 p.c. Rockford's auger, 50 and 10 p.c. Gilmour's car, 47½ p.c. Clark's expansive, 40 p.c.

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.
No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooners' Copperline, Tough, Hard, Finest, No. 1 and 2, Nicoluminam grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE.

Montreal Toronto
Single bbls., gal. ... 0 18½ 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), 1½ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) 1½ in. dia. and smaller, 57½ and 10%. Machine Bolts, ¾ in. dia. and smaller, 70%. Machine Bolts, 7-16 in. dia. and larger, 60%. Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%. Coach and Lag Screws, 75%. Skein Bolts, 72½%. Square Head Blank Bolts, 60%. Bolt Ends, 60%. Plow Bolts, 55 and 10%. Elevator Bolts, 60 and 5%. Fancy Head Bolts, 50 and 5%. Shaft Bolts (\$3) list, 50 and 5%. Step Bolts, large head (\$3) list, 50 and 5%. Whiffletree Bolts, 50 and 5½%. Nuts, Square, 4½c off list. Nuts, Hexagon, 4½c off list. Stove Rods, per lb., 5½ to 6c. Stove Bolts, 82½%. Tire Bolts, 75%.

BRASS.

Per lb
Springs, sheets, up to 20 gauge 0 31
Rods, base ½ to 1 in. round 0 24
Tubing, seamless base 0 26
Tubing, iron pipe size, 1 in. base 0 26
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%. Wrought brass, 45% off revised list. Cast iron loose pin, 60%. Wrought steel fast joint and loose pin, 70 and 5%. Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon. Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22 ... 4 25
No. 1, ¾ inch rim, 18x24 ... 4 75
No. 2, ¾ inch rim, 18x28 ... 5 25
No. 3, ¾ inch rim, 20x30 ... 5 50
No. 0, ¾ inch rim, 16x22 ... 4 60
No. 1, ¾ inch rim, 18x24 ... 5 30
No. 2, ¾ inch rim, 18x28 ... 5 60
No. 3, ¾ inch rim, 20x30 ... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x59 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve 19 00

BOARDS (Wash).

Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass) 3 75
Western King (Enamel) 3 50
Reaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 33 1-3%. Creamery cans, 33 1-3%. Railway cans, 40 and 10%. Hand, delivery and creamery cans, 33 1-3%. Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketted.

1 gal. jacketted, per doz. .. 2 70
2 gal. jacketted, per doz. .. 3 60
3 gal. jacketted, per doz. .. 4 20
5 gal. jacketted, per doz. .. 4 50
10 gal. jacketted, per doz. .. 8 40

CEMENT AND FIREBRICK.

Less than carload lots .. 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English 17 00 21 00
Fire Brick, Am., low 23 00 25 00
Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.) .. 0 17
Cement (in 5 and 10 gals.) .. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80
Carpenters lead pencils, per gross 2 40 6 75
Crayons, per gross .. 0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. ... 2 50

CHAIN.

Proof coil, per 100 lbs. ¼, \$8; 5-16, \$5.35; ¾, \$4.60; 7-16, \$4.30; ½, \$4.05; 9-16, \$4.05; ¾, \$3.90; ¾, \$3.85; ¾, \$3.65; 1, \$3.45.
Electric Weld Coll Chain—RB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.
Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 40 per cent.; f.o.b. Ottawa, Kingston, and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner 6 50
Cadillac Electric, Model C, 18 00
Cadillac Electric, Model D 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case.. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case ... 6 75

COPPER.

Montreal Toronto
Casting ingot \$16 50 \$16 50
Bars, ½ to 2 in. 25 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 23 00 29 50
Copper sheet, tinned 14x60, 14 oz. 25 50 30 50
Copper sheet, planished, 14x60 base. 31 00 37 50
Braziers' in sheets, 6x4 base 26 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 26½

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. ... 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 2 90 3 00
All bright, 52 sheets. 4 10 4 00

Galvanized.

Apollo Crown Gorbals
18x24 4.70 4.70 4.85
60 4.95 4.95 5.10
20x28 9.15 9.15 9.45
20x28 9.65 9.65 9.95

M.L.S. and Famous—

Per box
I C, 14x20 base \$7 00
I X, 14x20 base 8 00
I X X, 14x20 base 9 25
I X X X, 14x20 base ... 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 25
I C, 14x20 base 6 25
I X X, 14x20 base 7 25
I X X X, 14x20 base 9 75

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 75
I X, 14x20 base 5 75
I X X, 14x20 base 6 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets 8 75

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES.

7½c per lb

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

D

DRILLS.

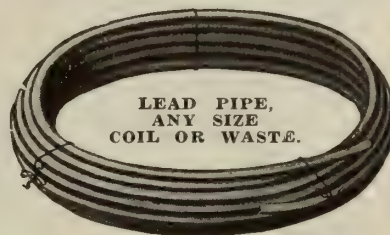
Bit Stock Drills, 60 and 5 p.c. Wood Drills, 35 p.c. Straight Shank Drills, 50 and 10 per cent.

MADE IN CANADA

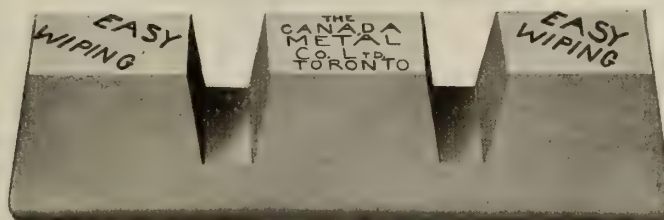


Harris Heavy Pressure
The Babbitt Metal
"WITHOUT A FAULT"

WRITE FOR CATALOGUE "A"
MAILED FREE.



STRICTLY SOLDER IS A FAVORITE.



EASY WIPING SOLDER.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG

100 %
Value



Jamieson's

**PURE PREPARED PAINTS
AND VARNISHES**

**A MERITORIOUS LINE THAT MEANS
EXTRAORDINARY PROFIT.**

The quality, appearance and service in our product is a triple combination far above the standard.

LET US PUT OUR PROPOSITION BEFORE YOU NOW. IT WILL CONVINCE YOU.

Our agency proposition brings better results.

R. C. JAMIESON & CO., LIMITED
Montreal and Vancouver

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double		Standard	
29 in.		Single	
7 oz. ... 0 15 1/2	6 oz. ... 0 11 1/2		
8 oz. ... 0 17 1/2	7 oz. ... 0 13		
9 oz. ... 0 19 1/2	8 oz. ... 0 14 1/2		
10 oz. ... 0 21 1/2	9 oz. ... 0 16 1/2		
12 oz. ... 0 22 1/2	10 oz. ... 0 18		
15 oz. ... 0 32 1/2	12 oz. ... 0 21 1/2		
	15 oz. ... 0 26		

Standard, Single Filled, 36-inch.
1 oz. ... 0 17 10 oz. ... 0 23 1/2
8 oz. ... 0 19 12 oz. ... 0 25 1/2

F**FILES AND RASPS.** Per cent.

Disston's ... 75
Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 66 2-3
Delta Files ... 65
Nicholson ... 66 1/2
Jowett's (English list) ... 27 1/2
Spear & Jackson (Eng. list) ... 35
Globe ... 75
Hellers ... 70

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 66; malleable bushings, 63; nipples, 77 1/2; malleable lipped unions, 66; plugs, 60 and 10 per cent.

FIXTURES, STALL. Doz.
Hollow ... 0 81
Solid ... 1 85

G**GALVANIZED WARE.**

Dufferin pattern pails, 42 1/2%.
English pattern, 42 1/2%.
Galvanized washtubs, 42 1/2%.
Other lines, 30 and 10%.

GASOLINE. Montreal.

Single bbls., per bb ... 18 1/2
Three bbls. and over ... 18

Toronto.

Any quantity, in bbls. ... 15
Drums 40-gal., per gal. ... 18

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, 3/4-in., per gross 8 00
Jute Rope, 1/2-in., per gross 10 60
Jute Rope, 1/4-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, 1 1/2-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL).

3/4-in., \$9.00; 7-16 in., \$10.20; 1/4-in., \$11.40; 9-16 in., \$13.20; 5/8-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5 lbs. and over ... 0 06
Napping, up to 2 lbs. ... 0 00

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.

Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50

R. W. No. 117 P.D. Hanger, full set ... 2 75

R.W. No. 321, per doz. pr. 14 40

Stearns wood track. Special.

zenith ... 9 00

Atlas, steel covered ... \$5 25 6 60

Perfect, No. 1 ... 8 50

Perfect, No. 1 1/2 ... 9 50

Perfect, No. 2 ... 10 00

New Milo, flexible ... 6 00

Double strap hang-

ers, doz. sets ... 6 50

Standard, jointed

hangers, doz. sets ... 6 45

Steel King hangers,

doz. sets ... 6 40

Storm King and saf-

ety hangers ... 5 75

Storm King rail ... 4 25

Crown ... 4 85

Crescent ... 7 25

Sovereign ... 6 50

Chicago Friction. Oscillating

and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in.

(100 ft.) ... \$3 25

Steel track, 1 1/4 in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw

No. 1 ... 13 13 15 10

No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13

Trimmed, green and

partly cured ... 0 12 0 13 1/2

Usual 2 lbs. tare.

Horsehide, with mane and

tall, up to ... 3 75

Sheep skins, up to ... 1 50

Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP

HINGES. Strap. Tee.

4 in., doz. prs. ... \$1 03 \$0 87

5 in., doz. prs. ... 1 25 1 00

6 in., doz. prs. ... 1 35 1 03

8 in., doz. prs. ... 1 84 1 38

10 in., doz. prs. ... 3 24 2 27

12 in., doz. prs. ... 4 03 3 73

14 in., doz. prs. ... 4 59 4 00

Heavy tee and strap discount,

40-10 per cent.

Light tee and strap discount,

70 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. ... 5 00

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, 5%

in., per lb. ... 5 1/2

Extra hooks for above, 5%

in., per lb. ... 5 1/2

Crate hinges and back flaps.

65 and 5 per cent.

Chest hinges and hinge hasps.

65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5.

\$18.00; No. 10, \$19.50; No. 20,

\$9.50; No. 50, \$24; No. 51, \$9.60;

No. 120, \$17.40; offset No. 192,

\$16.80.

Chicago hold back screen door

iron, gross, \$12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000).

45 per cent.

Garden City fire house hinges.

12 1/2 per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3 1/2-lb., \$4 doz.

HOOKS, GRASS. English

No. 2, per doz. ... 1 60 2 50

No. 3, per doz. ... 1 70 2 90

No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80

Cyclone, doz. ... 2 40

Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and

heavy, No. 2 and larger, \$3.90;

No. 1 and smaller, \$4.15; snow

pattern, No. 2 and larger, \$4.15;

No. 1 and smaller, \$4.40; "X.L." steel

shoes, new light pattern, 1

to 6. No. 2 and larger, \$4.35; No.

1 and smaller, \$4.60; "X.L." steel

shoes, feather weight pattern, all

sizes. No. 0 to 4, \$5.75; special

countersunk steel, all sizes, 0-4

\$6.25; toe weight steel shoes, all

sizes, No. 1 to 4, \$6.75. F.O.B.

Montreal.

Toecalks Standard, J. P. & Co.,

"Blunt" No. 1 and smaller, \$1.50;

No. 2 and larger, \$1.25; "Sharp"

No. 1 and smaller, \$1.75; No. 2

and larger, \$1.50 per box. Put

up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10 p.c.

Corrugated, 1 1/4 in., ft. ... 0 11

Corrugated, 3/4 in., ft. ... 0 14 1/2

Cable, 70 per cent.

Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto

Angles ... base 2 50 2 50

Common bar, per

100 lbs. ... 2 00 2 00

Forged iron, per

100 lbs. ... 2 30 2 35

Refined iron, per

100 lbs. ... 2 30 2 40

Horseshoe iron, per

100 lbs. ... 2 40 2 40

Mild steel ... 2 15 2 00

Sleigh shoe steel ... 2 15 2 25

Domestic ... 2 30 2 00

Reeled machinery

steel ... 2 75 3 00

Tire steel ... 2 25 2 20

Sheet cast steel ... 0 15 0 15

Toe calk steel ... 2 75 3 15

Mining cast steel ... 0 07 1/2 0 07 1/2

High speed ... 0 65 0 65

Cammell Laird ... 0 05

Black Diamond tool

steel ... 0 08 0 08 1/2

Silver tool steel ... 0 13 1/2 0 13 1/2

Cold Rolled Shafting.

9-16 to 11-16 inch ... 0 06

1/4 to 1-16 in. ... 0 05 1/2

1-16 to 3 inch ... 0 05

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case

lots ... \$ 9 25

Less than case, 25c per 100 lbs.

72x30 up to 26 gauge, case

lots ... 9 75

extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished,

per set ... 0 78

Mrs. Potts, No. 50, nickel-

plated, per set ... 0 85

Mrs. Potts, handles, japan-

ned, per gross ... 9 00

Sad irons, common, plain ... 5 00

Sad irons, common, plated ... 5 50

Asbestos, No. 70, per set ... 1 50

Asbestos, No. 90, per set ... 1 20

Princess Electric, each ... 3 00

Ideal Electric, each ... 2 85

Gasoline Sad Iron, each ... 3 50

Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).

Shelf-lock ... 12c ft.

Ontario ... 16c ft.

Faultless ... 20c ft.

Extra Heavy ... 28c ft.

Hercules ... 23c ft.

Decorator ... 18c and 20c ft.

Perfect ... 22c ft.

Chair Ladders, each ... \$2 00

(Roped Extension).

20 ft. ... \$3 00 42 ft. ... \$ 7 95

22 ft. ... 3 30 44 ft. ... 8 36

24 ft. ... 3 60 46 ft. ... 8 74

26 ft. ... 3 90 48 ft. ... 9 12

28 ft. ... 4 20 50 ft. ... 9 50

30 ft. ... 4 50 52 ft. ... 11 44

32 ft. ... 4 80 54 ft. ... 11 88

34 ft. ... 5 78 56 ft. ... 12 32

36 ft. ... 6 12 58 ft. ... 12 76

38 ft. ... 6 46 60 ft. ... 13 20

40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60

22 "

Handle your Oils and Gasoline with the Wayne Pump

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

THE WAYNE OIL TANK AND PUMP COMPANY
WOODSTOCK, ONT.



GLASS

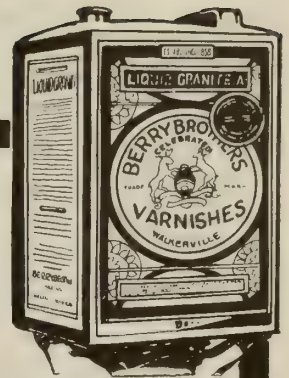
of
every description
for building purposes

*Sheet, Plate, Figured
Leaded, Mirrors*

A trial will convince you that our quality, prices and service are a triple combination hard to beat.

**The Consolidated Plate Glass
Company of Canada, Ltd.**

241 Spadina Ave., Toronto.
30 St. Sulpice St., Montreal.
375 Balmoral St., Winnipeg.



**The Name
Back of
This Package**

—represents 57 years of supremacy in varnish making. It is a name which stands for highest quality and absolute protection for dealer and customer alike. Among the Berry Brothers Varnishes you should always carry are

LUXEBERRY

White Enamel

Whitest White, Stays White

LIQUID GRANITE

Lasting, Waterproof
Floor Varnish

For your own interests you should sell tried and true varnishes — backed by such a reputation and so successful a business record. Write for our dealer proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

MALLETS.	Per doz.
Tinsmiths', 2½ x 5½ in....	1 65
Carpenters', round hickory.	1 95
Lignum Vitae, round, 5 in.	2 40
Caulking, No. 8, oak.....	15 00

MANGLES.	
Victor, each	\$14 25
Woodyatt, each	6 60

MIRRORS, FRAMED.	Doz.
Size glass, 4 x 6.....	1 00
Size glass, 5 x 7.....	1 25
Size glass, 6 x 9.....	1 60
Size glass, 7 x 9.....	1 75
Size glass, 8 x 10.....	2 00
Size glass, 9 x 12.....	2 60
Size glass, 10 x 14.....	3 10
Size glass, 10 x 17.....	3 75

MOPS.	
Mops, O-Cedar, doz.....	\$12 00
S. W. Mops, doz.....	3 25
New Wizard, small, doz....	8 00
New Wizard, large.....	10 00
Mop sticks, doz.....	1 10
Cast head mops, doz.....	1 35
Crescent, doz.....	1 50
Crank wringing, doz.....	4 75

Extra Cloths.	
Challenge, doz.....	2 10
Woven, cloths, doz.....	1 35

NAILS.	
Standard steel wire nails,	
Toronto, \$2.20 base; Montreal,	
\$2.25 base; London, \$2.05 base.	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75%.	
Coopers' nails, 33 1-3%.	
Pressed spikes, ¾ diameter,	
per 100 lbs., \$3 base.	

NAILS (HORSE SHOE).	
Capewell.	Per box
No. 4, in 25-lb. box.....	\$3 75
No. 5, in 25-lb. box.....	3 75
No. 6, in 25-lb. box.....	3 50
No. 7, in 25-lb. box.....	3 25
No. 8, in 25-lb. box.....	3 25
No. 9, 10, 11 and 12, in 25-	
lb. box	3 00
Less 10 and 5 per cent. off.	

NAILS (HORSE).		
M.R.M. cold forged process		
list, 10th January, 1912.		
Size.	Length.	Prices per 25-lb. box.
No. 3,	1½-Inch	\$4 10
No. 4,	1¾-Inch	3 75
No. 5,	1 15-16	3 50
No. 6,	2¼	3 10
No. 7,	2 5-16	2 90
No. 8,	2½	2 75
No. 9,	2 11-16	2 60
No. 10,	2¾	2 50
No. 11,	3 1-16	2 45
No. 12,	3¾	2 45

NETTING, POULTRY.	
45% off.	

NET PRICES ON SMALL SIZES POULTRY NETTING.	
¾ in. x 22 ga. x 12-in., roll.	\$3 00
¾ in. x 22 ga. x 18-in., roll.	4 30
¾ in. x 22 ga. x 24-in., roll.	5 65
¾ in. x 22 ga. x 30-in., roll.	6 90
¾ in. x 22 ga. x 36-in., roll.	8 20
1 in. x 20 ga. x 12-in., roll.	1 60
1 in. x 20 ga. x 18-in., roll.	2 10
1 in. x 20 ga. x 24-in., roll.	2 70
1 in. x 20 ga. x 30-in., roll.	3 25
1 in. x 20 ga. x 36-in., roll.	3 80
1 in. x 20 ga. x 48-in., roll.	5 10
Poultry netting staples, 60%.	

OAKUM.	Per 100 lbs.
Best (American)	10 50
U.S. Navy (American)....	9 75
New hemp (English).....	7 00
U.S. Navy (English).....	6 50
Navy (English)	6 00
Plumbers (spun)	4 00

OIL.	
Can. prime white	
petrol	0 13½
Royalite	0 17
Palatine	0 21½
Castor Oil, per lb.	0 08½
Black oil (Summer)	0 12½
Black oil (Winter)	0 14½
Cylinder Green	0 35
Paraffine	0 22
XXX Machine	0 25½

OLD MATERIALS.	
F.o.b. Toronto.	
Tea lead, pack., 2½ lb.	
Tea lead, chest, 3 lb.	
Lead (heavy pipe, etc.), 3¼c.	

Brass, heavy, 8c lb.	
Brass, light, 6c lb.	
Zinc, heavy, 6c lb.	
Copper, heavy, 11c lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Stove plate, \$9 per ton.	
Mach. compos., No. 1, 10c lb.	
Compos. turnings, No. 1, 8¼c lb.	
Rubbers, such as old rubber,	
boots and shoes, according to	
trim, 5¼c to 6c lb.; overshoes,	
lumbermen's rubber boots, etc.,	
5 to 6c lb.; auto tires, etc., 4c;	
bicycle tires, 2¼c.	

PACKING (JUTE).	
Per Coll Lots.	
Fine jute, lb.	0 08½
Beaver, lb.	0 07½
Coarse sewer, lb.	0 06½
PAPER, ETC.	
O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	
Plain Fibre, No. 1.....	0 50
Plain Fibre, No. 2.....	0 32
Tarred Fibre, No. 1.....	0 62
Tarred Fibre, No. 2.....	0 43
Tarred Fibre, Cyclone, 25	
lbs., roll	0 62
Dry Cyclone, 15 lbs.....	0 50
Tarred Fibre, Good Luck	
Brand, per roll	0 62
Dry Fibre, Good Luck	
Brand, per roll	0 50
Per 100 lbs.	
Oiled waterproof building	
paper, 600 sq. ft. roll.....	1 05
400 sq. ft. roll	
O.K. Brand corded sheathing	0 35
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
Per 100 lbs.	
Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll.	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft.,	
per 100 lbs.	2 00
Liquid Roofing Cement,	
hbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Ralls, per lb.	0 05
Mop Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz.	2 10

PICKS (CLAY).	
5 to 6 lbs., doz.	3 75
7 lbs., doz.	4 00
7 to 8 lbs., doz.	4 75
8 lbs., doz.	5 00
PINS, COTTER.	
Cotter pins, 90 p.c. discount.	
PINS, CLOTHES.	
Selected full count.	Per case
5 gross, 4-in. (loose)	\$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of	
4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of	
2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of	
6 doz. each)	1 00

PIN (ESCUTCHEON).	
Steel, discount, 50 per cent.	
Brass, 50 per cent.	

PIPE, STANDARD WROUGHT.	
Buttweld.	
Size	Per 100 feet.
Black Galvanized	
¾" and ¾"	\$ 2 16 \$ 3 06
1"	2 64 3 57
1½"	2 90 4 26
2"	4 42 6 29
2½"	5 98 8 51
3"	7 35 10 18
3½"	9 62 13 69
4"	15 21 21 65
5"	19 89 28 31
6"	23 92 34 04
8"	28 34 40 33
Lapweld.	
2"	\$ 11 10 \$ 15 17
2½"	15 80 22 23
3"	20 66 29 07
3½"	24 84 34 96
4"	29 43 41 42
4½"	35 56 48 26
5"	41 44 56 24
6"	53 76 72 96

7"	76 16	102 34
8"x25 lbs. per ft.	80 00	107 50
8"x28 lbs. per ft.	92 16	123 84
9"	110 40	148 35
10"x32 lbs. p. ft.	102 40	137 60
10"x40 lbs. p. ft.	131 84	177 16
12"	175 00	

PIPE (LEAD).	
Lead pipe, 7½c.	
Lead waste pipe, 9c.	
Traps and bends, 40% off.	

PIPE (SOIL).	
Medium and extra heavy pipe	
up to 6-inch, 65% and 10 off.	
7 and 8-in., 45% off.	

PIPE (CONDUCTOR).	
2 inch, in 10-ft. lengths....	3 45
3 inch, in 10-ft. lengths....	4 20
4 inch, in 10-ft. lengths....	5 26
5 inch, in 10-ft. lengths....	7 60
6 inch, in 10-ft. lengths....	9 25

PITCH.	
Pine, per bbl.	4 50

PLANES.	
Wood bench, Can., 15 per cent	
Wood, fancy, 30 to 35 per cent.	
Prices, Pliers and Nippers.	
Buttons, genuine, 37½ to 40	
per cent.	

PLATES (BOILER).	
Montreal Toronto	
Plates, 1½ to ¼ inch,	
per 100 lbs.	2 40 2 25
Heads, per 100 lbs.	2 65 2 45
Tank plates, 3-16 inch 2 70	2 45

PLUGS (METAL).	
Painted wall plugs, per	
1,000	\$20 00
Galv. wall plugs, per 1,000..	23 00

POLISH.	Doz.
O-Cedar, 4 oz. bottles	\$2 00
O-Cedar, 12-oz. bottles	4 00
O-Cedar, 1-qt. can	10 00
O-Cedar, ½-gal. cans	16 00
O-Cedar, 1-gal. cans	24 00
Liquid veneer, 4-ozs.	2 00
Liquid veneer, 12-ozs.	4 00
Liquid veneer, quarts	8 40
Tandem metal polish paste.	6 00
Axoline brass cleaner, 100	
in pkg.	6 50

RAZORS.	Per doz.
Boker's King Cutter	14 50
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33½ per cent.	
Edelweiss	17 50
Ever-Ready, doz.	9 00
Ern Razors	6 00 to 18 00
Ern Junior Razor	14 50

REELS, HOSE.	
Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

RIVETS AND BURRS.	
Iron rivets, blacked and tinned.	
70 and 5%.	
Iron burrs, 70 and 2½%.	
Copper rivets, usual proportion	
of burrs. 35 and 5%; burrs, 15	
5%.	
Extras on Coppered Rivets, ¼-	
lb. packages, 1c per lb.; ¾-lb.	
pkgs., 2c lb.	
Coppered Rivets, net extras.	
2½c per lb.	

ROOFING.	
Tarred felt (7 oz.)	\$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16
Per roll	
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Amattite roofing, per sq.	2 70
Ready 2 ply. Shield, per roll	0 75
Ready 3 ply. Shield, per roll	0 95
Tarred 210 roofing felt.	
Tarred roofing felt, cwt....	2 10
Compo certainited, 1 ply....	1 40
Compo certainited, 2 ply....	1 75
Compo certainited, 3 ply....	2 10

ROPE.	Lb.
Pure Manila basis	14½
British Manila basis	11
African hemp basis	11
Sisal basis	10
Double lath yarn basis....	9½

Single lath yarn basis	8¾
Russian deep sea line basis	23
Russian tarred ratline basis	19
Russian tarred bolt rope	
basis	21
Jute rope basis	11½
Italian rope basis	25

Basis (¾" dia. and larger).	
Cotton rope, 3-16 and larger	0 21

Sisal Clothes Line.	
3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
3 ply, 100 ft.	1 50
6 ply, 40 ft.	0 95
6 ply, 48 ft.	1 15
6 ply, 60 ft.	1 45
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

RULES, BOXWOOD.	
Rabone's. Per doz.	
No. 1375—2 ft. ....(51)...	1 80
No. 1101—2 ft. ....(52)...	3 90
No. 1167—2 ft. ....(7)....	3 60
No. 1106—2 ft. ....(63½)...	4 10
No. 1375—3 ft. ....(66½)...	2 50
No. 1112—3 ft., hf. bound.	6 00
No. 1190—With level	8 85
No. 1493—Brass blacks/hs	1 70
No. 1494—Brass blacks/hs	2 20

SAWS.	
Atkins Hand and Crescent, 25 p.c.	
Disston's Hand, net prices, new	
list.	
Simonds' Hand, 15 per cent.	
Shurly & Dietrich, 35 per cent.	
Spear & Jackson, 40 per cent.	

SCALES.	
Imperial standard	30%
Champion Even Balance	45%
Champion Union	50%
Champion Platform	45%
Gurney Standard	30%
Union Scale	50%
Union Even Balance	50%
Fairbanks Standard Scales....	30%
Crown Even Balance	45%
Richelleu Union Scale	50%
Dominion Platform Scales....	45%

Net prices on Champion scales	
are as follows:	

Champion, 4-lb., \$2.75, plus 30c	
for stamping; Champion 10-lb.,	
\$4.12, plus 50c for stamping;	
Champion 24-lb., \$5.50, plus 50c	
for stamping; Champion 600-lb.,	
\$15.40, plus \$1 for stamping;	
Champion 1200-lb., \$18.15, plus	
\$1 for stamping; Champion 2000-	
lb., \$24.20, plus \$1 for stamping	

SAP SPOUTS.	Per 1,000
Bronzed cast iron with	
hooks	6 00
Eureka, tinned steel, hooks	8 00

SCOOPS (FURNACE).	Doz.
D. Handle	\$3 25
L. Handle	3 25

SCREWS (MACHINE).	
Flat head, iron and brass, 35	
per cent. Fillerist head, iron.	
30; brass, 25 per cent.	

SCREWS.	Per cent.
Wood, F. H., bright, 85, 10, 7½.	
10 per cent.	
Wood, R.H., bright, 80, 10, 7½.	
10 per cent.	
O.H., bright, 80, 10, 7½.	10 p.
off list.	

3 REASONS WHY 3

You Should Sell

Sherwin-Williams Green Seal White Lead

S-W Green Seal White Lead is the highest standard quality. The facilities of The Sherwin-Williams Co. give them absolute control and complete supervision over the corroding of this product. It is perfectly ground in modern machinery by experienced lead makers who have the desire to produce the best.

It is well known, and there is an established demand for "Green Seal." Painters everywhere are familiar with the high quality and uniformity of this lead, and the fact that it is so well known for its reliability is a recommendation to have a stock of S-W Green Seal white lead on hand when the painting season opens up.

There is good profit for you in the sale of S-W "Green Seal." You put white lead on your shelves to sell and make a profit; then stock a lead that has the quality and reputation, so that you can turn your capital over when the season arrives, and then have your money at your disposal, instead of locked up in lead left on the shelves.

SHERWIN-WILLIAMS

PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



Stones Which Outsell the Mail Order Man

Competition is mighty close nowadays. You know that! Every dealer needs to watch that he stocks only goods which give absolute satisfaction as long as they are used. Stock quality! Talk quality! Show your customers the advantage of buying guaranteed merchandise of known reputation, right at home. That's the way we sell

Cleveland Grindstones

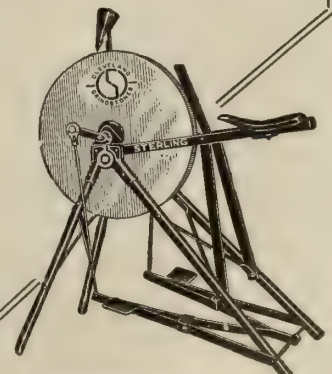
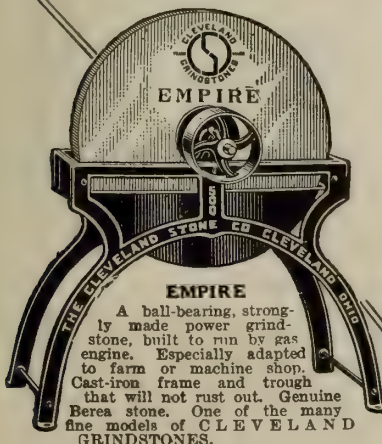
Sold only to Hardware and Implement Dealers

Here are the only genuine Berea stones—the acknowledged world-standard grindstone rock. Every one personally selected for proper grit by experts of 50 years' experience. Every one guaranteed to wear evenly and smoothly. Fair priced to the dealer, allowing a good profit. Delivered to you by a nearby jobber. We make it easy for you to sell Cleveland Grindstones, and keep your home trade. We tell how in a mighty strong book—

"How to Keep Mail Orders at Home"

—the liveliest, most helpful piece of printed matter ever issued for hardware and implement dealers. Ask for a copy, and we will rush one to you—FREE.

THE CLEVELAND STONE CO.
Leader-News Bldg., Cleveland, O.



SHEETS (BLACK).		
	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75
SHEETS.		
Corrugated, galv., 10 p.c. off.		
22 gauge, per square	6 75	
24 gauge, per square	5 30	
26 gauge, per square	4 30	
28 gauge, per square	4 00	
Galvanized.		
B.W. Queen's Fleur-de-Lis		Gorbais
gauge Head de-Lis best best		
16-20 .. 3 80	3 55	3 90
22-24 .. 4 00	3 65	3 95
26 .. 4 25	4 00	4 20
28 .. 4 50	4 20	4 45
Colborne Crown — 16-20 gauge.		
\$3.60; 22-24 gauge, \$3.80; 26		
gauge, \$4.05; 28 gauge, \$4.30.		
Apollo Brand. Toronto.		
14 gauge	3 05	
16 gauge	3 05	
18-20 gauge	3 20	
22-24 gauge	3 30	
26 gauge	3 65	
28 gauge	3 80	
10% ozs.	4 00	
SHELLERS, CORN.		
Black Hawk, doz.	18 00	
Lynchout Rock, doz.	8 50	
SHOVELS AND SPADES.		
	1st	2nd
Shovels	60 55 and 2 1/2	4 1/2
Socket sc'ps. 50 and 5	45 and 5	
sc'ps 50		
Drain. tools 60 60		
Sc'ps	50 and 5	45 and 5
Hollow backs		
and sand. 60	45	
Riveted back sc'ps, 1st, 2nd		
and 3rd grades, 50 per cent.		
Above discounts on Black		
Goods only. Full Polished Goods,		
50c per doz. net extra. Half		
Polished Goods, 25c per doz. net		
extra.		
SIFTERS, ASH.		
Wood sifters, doz.	\$ 1 75	
Rocker, No. 1, each	3 60	
Rocker, No. 3, each	2 50	
Banner, each	1 75	
SINKS.		
Cast iron, 16x24, \$1.10; 18x30,		
\$1.50; 20x36, \$2.25.		
Flat rim enameled sinks, 16x24		
\$3.50; 18x30, \$4; 18x36, \$5.15.		
SLIDING SHOES.		
Onward Sliding Shoes, 40 p.c.		
SNAPS.		
Harness, 25 per cent.		
SOLDER.		
	Montreal	Toronto
Tinker's bar	0 25	0 27
Wire solder, lb.	0 26	0 28
Bar half-and-half 0 23	0 25	
SOLDERING IRONS.		
Base, per lb., 28 cents.		
SOLDER WIPING.		
Acme	0 20 1/2	
Commercial	0 22	
Easy	0 22	
Star Extra	0 23	
Strictly standard wiping 0 24 1/2		
FILTER.		
Foreign, per 100 lbs. 12 50 12 00		
TABLES.		
100-lb. kegs	4 50	
25-lb. boxes	4 85	
10-lb. boxes	5 25	
Poultry netting, 100 lbs.	6 75	
Bed, 100 lbs., No. 14	6 75	
Blind, per lb.	6 12	
Bright Fence, 100-lb. kegs. 2 60		
Bright Fence, 25-lb. boxes 2 75		
Galv'd Fence, 100-lb. kegs 3 00		
Galv'd fence, 25 lb. boxes 3 10		
Cooper's staples, 45 p.c.		
Bright spear point, 75 p.c.		
SWEPEES, CARPET. Bissell's		
Univ. japd., cyco bearing..	24 00	
Univ. N.P., cyco bearing..	27 00	
Grand Rapid, japd., ball-		
bearing	26 00	
Grand Rapid, N.P., ball-		
bearing	29 00	
Princess N.P., ball-bearing	30 00	
te, ball-bearing	34 00	
Am. Queen N.P., ball-bear.	32 00	
Parlor	35 00	
WINGS.		
Baby, 2-passenger, each ..	\$ 2 75	
Ontario, 2-passenger, each	3 50	
Ontario, 4-passenger, each.	4 25	
Stratford, 4-passenger, each	5 50	

Boyers Gliding Settees with	
awning, each	8 50
Without awning, each	12 50
TACKS, BRADS, ETC.	
Carpet tacks, blued, 80 and 10	
p.c.; tinned, 80, 15; (in kegs), 40;	
cut tacks, blued, in dozens only,	
80 and 10; 1/4 weights, 60; Swedes	
cut tacks blued and tinned,	
bulk, 85 and 5, in dozens, 75 and	
10; Swedes, upholsterers', bulk,	
90; brush, blued and tinned,	
bulk, 70 and 10; Swedes, gimp,	
82 1/2; zinc tacks, 35; leather car-	
pet tacks, 35; copper tacks, 45;	
copper nails, 50; trunk nails,	
black, 65 and 10; trunk nails,	
tinned and blued, 65 and 10;	
clout nails, blued and tinned, 65	
and 10; chair nails, 35 and 10;	
patent brads, 40 and 10; fine	
finishing, 40 and 10; lining tacks,	
in paper, net; lining tacks, in	
bulk, 15; lining tacks, solid	
heads, in bulk, 75; saddle nails,	
in papers, 10; saddle nails, in	
bulk, 15; tufting buttons, 22 line	
in dozens only, 60; zinc glacier	
points, 5; double pointed tacks,	
paper, 9 and 10; double pointed	
tacks, bulk, 55; clinch point shoe	
rivets, 45 and 10; cheese box	
tacks, 87 1/2; trunk tacks, 80 and	
20; strawberry box tacks, 80 and	
10.	
TAPES—Lufkins.	
Ass skin, No. 713, 50 ft., doz. 2 85	
Ass skin, No. 714, 66 ft., doz. 3 40	
Linen, No. 404, 66 ft., ea. 1 40	
Metallic, No. 603, 50 ft., ea. 1 40	
Rival steel, No. 263, 50 ft., ea. 2 90	
Rival steel, No. 266, 100 ft. 4 00	
Reliable Jr., No. 103, 50 ft. 2 70	
Rabone's.	
Tape Lines, linen, No. 2601	
x50, each	\$1 00
Metallic, No. 4011x50, ea.	1 35
Metallic, No. 4011x66, ea.	1 35
Steel, No. 2891x50, ea.	2 75
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 75
THERMOMETERS.	
Tin case and dairy, 75 to 75 and	
10%.	
TIES (METAL).	
Galv. wall ties, per 1,000....	\$5 00
Painted wall ties, per 1,000. 5 00	
TIES, COW.	
McKinnon, 40% discount.	
Greenings, 40% discount.	
TIN.	
	Montreal Toronto
Tin, per lb.	46-50 46-47
TINNERS' TRIMMINGS.	
Discount, 40 and 5%.	
Plain, 70 and 20%.	
Retinned, 70 and 10%.	
TOOLS, HAYVEST.	
Samson, 47 1/2%: ord., 50%.	
TRAPS (STEEL AND GAME).	
Newhouse, 40%.	
Hawley & Norton, 57 1/2%.	
Victor, 70%.	
Onelda Jump, 65%.	
TRESTLES.	
5 ft., each. \$1.50	14 ft., each. \$4.20
8 ft., each. 2.00	16 ft., each. 4.80
10 ft., each. 2.50	18 ft., each. 5.40
12 ft., each. 3.00	20 ft., each. 6.00
TROWELS.	
Disston's, 10%.	
TWINE (Binder).	
650 ft., per lb.	0 13 1/2
600 ft., per lb.	0 11
550 ft., per lb.	0 09 3/4
500 ft., per lb.	0 09 1/4
5 ton lots, 1/4c per lb. allowance.	
10 ton lots, 1/4c lb. allowance.	
Delivered in 300-lb. lots and over.	
Wrapping cotton	5-1/2
4-ply	0 21 1/2
3-ply	0 19
TUBES.	
	Boiler Tubes.
	Montreal Toronto
100 ft., 1 1/2 in.	10 45 9 75
100 ft., 2 in.	9 60 8 25
100 ft., 2 1/2 in.	10 25
100 ft., 2 1/2 in.	12 25 10 65
100 ft., 3 in.	13 30 11 00
100 ft., 3 1/2 in.	15 55 13 00
100 ft., 4 in.	19 80 16 75
TUBS.	
	Samson Galvanized.
No. 11, doz., net	12 00
No. 22, doz., net	14 40
No. 33, doz., net	16 80
	Common Galvanized.
No. 1, doz.	6 83
No. 2, doz.	7 43
No. 3, doz.	8 48

Per nest.	
Nests of 3—0, 1 and 2.....	\$2 38
Nests of 3—1, 2 and 3.....	2 05
Nests of 4—0, 1, 2 and 3....	2 95
No. 0, per doz.....	11 00
No. 1, per doz.....	9 00
No. 2, per doz.....	8 00
No. 3 per doz.....	7 00
V	
VALVES, ETC.	
Ground work, 55%.	
Stand, compr. work, 65%.	
High-grade compr. work, 55%.	
Cushion work, 55%.	
Fuller work, 70%; No. 0, 70.	
10%, and 1 and 2 basin cocks,	
70%.	
Flatway stop and stop and waste	
cocks, 60, 10%; roundway, 60	
and 5%.	
J. M. T. Globe, Angle and Check	
Valves, 50%; Standard, 60%.	
J. M. T. Radiator Valves, 55%;	
Standard, 60; patent quick	
opening valves, 70 and 10%.	
W	
WARE, COPPER AND NICKEL.	
Copper boilers, kettles, 45%.	
Copper tea and coffee pots, 45%.	
Copper pitts, 25 and 2 1/2%.	
Foundry goods, hollow ware, 40	
and 5%.	
WARE, ENAMELED.	
White ware, 70, 10, 5%.	
Canada, Diamond, Premier, 60	
and 7 1/2%.	
Pearl, Imperial and Colonial	
steel, 60 and 7 1/2%.	
Star decorated steel, 20, 10,	
5%.	
Hollow ware, tinned steel, 40%	
off.	
Enamelled street signs, on ap-	
plication.	
WARE, TIN, PIECED.	
Discount, 33 1-3%.	
10-qt. flaring sap buckets,	
33 1-3%.	
6, 10 and 14-qt. flaring pails,	
33 1/2%.	
Copper bottom tea kettles and	
boilers, 33 1-3%.	
Coal hods, 33 1/4%.	
Boiler and tea kettle pits,	
25 and 2 1/2%.	
WARE, STAMPED.	
Plain, 70 and 20%.	
Retinned, 70 and 10%.	
Tinners' trimmings, 70, 10 and	
10%.	
WASHERS, IRON.	
Full box, 45 per cent. smaller	
Full box, 45 p.c. smaller lots.	
30 p.c.; assorted. Price less 50	
lbs. add 1c lb.; less 25 lbs. 2c lb.	
WEATHERSTRIP.	
Narrow wood and felt... 1 1/4c ft.	
Medium wood and felt ... 1 1/4c ft.	
Wide wood and felt ... 2 1/4c ft.	
All felt Frost King ... \$4.40 doz	
WEIGHTS, SASH.	
Sectional, 1 lb., per 100 lbs. 2 00	
Sectional, 1/2 lb., per 100 lbs. 2 25	
Solid, 3 to 30 lbs., per 100 1 60	
WEIGHTS.	
Smarts, Horse, 3 1/2c lb.	
WHEELBARROWS.	
Navy, steel wheel, doz.	21 00
Garden steel wheel, doz.	32 40
Light garden, per doz.	22 80
Heavy garden, L-side	33 00
Heavy farm, solid side	33 00
WHIFFLETREES.	
Tubular steel, 28 ins.	0 70
Tubular steel, 34 ins.	1 00
Tubular steel, 36 ins.	1 25
Tubular steel neckyokes,	
36 inches	1 25
Tubular steel doubletrees,	
40 inches	0 95
Tubular steel lumbermans,	
44 inches	0 95
WIPERS.	
(See Paint Markets)	
WIRE.	
Brass wire, 40%.	
Copper wire, 40%.	
Annealed Cut Hay Baling Wire,	
No. 9, \$3.75; No. 10, \$3.80; No.	
11, \$3.90; No. 12 and 13, \$4; No.	
13 1/2, \$4.10; No. 14, \$4.25; No. 15,	
\$4.50; in lengths 6 inches to 11	
inches, discounts 30 per cent.;	
other lengths 20c per 100 lbs.	
extra; if eye or loop on end add	
25c per lb. to the above.	

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 17
\$5.05; No. 18, \$3.15; No. 19, \$2.85;
6 wire solid line, No. 17, \$4.60;
No. 18, \$3.25; No. 19, \$2.95. All
prices per 1,000 ft. measure; 6
strand, No. 18, \$2.75; No. 19,
\$3.05. F.O.B. Hamilton, Toronto,
Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of
extras. In 100-lb. lots; No. 17,
\$5; No. 18, \$5.50; No. 19, \$6; No.
20, \$6.65; No. 21, \$7; No. 22,
\$7.30; No. 23, \$7.65; No. 24, \$8;
No. 25, \$9; No. 26, \$9.50; No. 27,
\$10; No. 28, \$11; No. 29, \$12; No.
30, \$13; No. 31, \$14; No. 32, \$15;
No. 33, \$16; No. 34, \$17. Extra
net. Tinned wire, No. 17-25, \$2;
Nos. 26-31, \$4; Nos. 30-34, \$5.
Coppered, 75c; oiling, 10c; in 25-
lb. bundles, 15c; in 5 and 10-lb.
bundles, 25c; in 1-lb. hanks, 25c;
in 1/2-lb. hanks, 28c; in 1/4-lb.
hanks, 50c; packed in casks or
cases, 15c; bagging or packing
16c.

WIRE, HAY, IN COILS.

No. 13, \$2.60; No. 14, \$2.70;
No. 15, \$2.85 f.o.b. Montreal, To-
ronto, Hamilton and London.

WIRE, SMOOTH STEEL

No. 0-9 gauge, \$2.30 base; No.
10 gauge, 6c extra, No. 11 gauge,
12c extra. No. 12 gauge, 10c
extra; No. 13 gauge, 30c extra;
No. 14 gauge, 40c extra; No. 16
gauge, 55c extra; No. 16 gauge,
70c extra.
Extra net per 100 lbs.—Oiled
wire, 10c; spring wire, \$1.25;
bright soft drawn 15c; charcoal
(extra quality), \$1.25, packed in
casks or cases, 15c, bagging and
paperings, 10c, 50 and 100-lb.
bundles in 25-lb. bundles 15c, in
5 and 10-lb. bundles, 25c; in 1-lb.
hanks, 50c; in 1/2-lb. hanks, 75c;
in 1/4-lb. hanks, \$1.

WIRE CLOTH.

Painted screen, in 100-ft rolls
\$1.50 per 100 sq. ft.; in 50-ft.
rolls \$1.55 per 100 sq. ft.
Rustless screen, 7c sq. ft.
Cut lengths, 8c sq. ft.

WIRE (FENCE).

	Per cwt.
Barb	2 50
No. 9, coil spring	2 45
No. 9, plain galvanized	2 40
No. 12, plain galvanized	2 55
No. 13, plain galvanized	2 65
O. & A., No. 10	2 46
O. & A., No. 11	2 52
O. & A., No. 12	2 60

F.O.B., Montreal, Toronto,
Hamilton and London.

WIRE ROPE.

Galvanized, 1st grade, 6 strands
24 wires, 3/8, \$5; 1 inch, \$16.50.
Black, 1st grade, 6 strands, 19
wires, 3/8, \$5; 1 inch, \$15.10. Per
100 feet, f.o.b. Toronto.

WIRE BALE TIES.

	Cwt.
Single Loop, No. 14	\$3 00
Single Loop, No. 15	3 15
Single Loop, No. 16	3 30

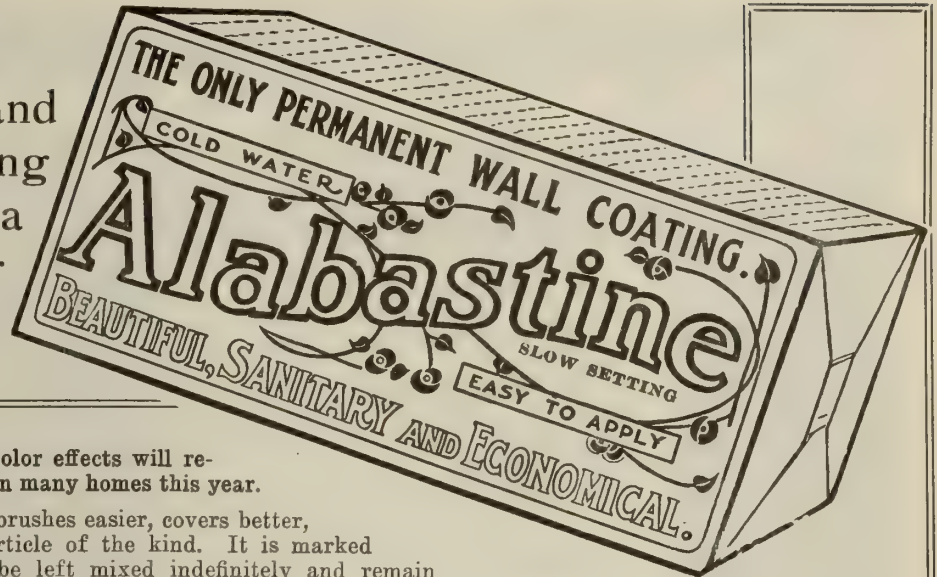
WRINGERS—Less 20 p.c.

Royal Canadian 11 in., doz. 45 25	
Eze, 11 in., per doz.	49 50
Cycle, 11 inch	54 00
Trojan, 12 inch	100 00
Favorite, 511E	67 75

THE WAR

"Improved Quality" and our extraordinary selling helps will make 1915 a record year by far for

ALABASTINE



Plain inexpensive tints and water color effects will replace wall paper and oil wall colors in many homes this year.

The New Alabastine mixes quicker, brushes easier, covers better, and lasts longer than any other article of the kind. It is marked "Slow Setting," meaning it can be left mixed indefinitely and remain in good working condition. Painters and expert decorators are quick to recognize its superiority.

Alabastine selling helps, premium offers and our large consumer advertising campaign mean business and lots of it. Write for particulars now.

Our consistent policy is to do everything possible by extensive advertising and personal work to encourage the sale of standard package goods by retail stores and to keep up the standard of value by maintaining the full advertised price. We trust you are in accord with this policy and will support it by pushing Church's Alabastine, at the same time helping along a purely Canadian industry.

The Alabastine Company, Paris, Limited, Paris, Ont.

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs. 5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ..\$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2 55 \$3 60

COLORS (DRY).

Raw Umber 100 lb. keg. 0 10
Burnt Umber, 100 lb. 0 10
Raw Sienna, 100 lb. kegs. 0 10
Burnt Sienna, 100-lb. kegs. 0 10
Imperial green, 100 lb kegs 0 12
Italian red, 100 lb. kegs. 0 04½
Brunswick green, 100-lb. k 0 06
Indian red, 100 lb. kegs. 0 10
Indian red, No. 1, 100 lb. k 0 06
Vermillion, O.J., kegs 0 19
Vermillion, English, bags 1 25
Venetian red, best bright. 0 02
Venetian red, No. 1 0 02
Drop black, pure dry 0 12
Golden ochre, 100 lb. kegs 0 04
White ochre, barrels 0 04
Yellow ochre, barrels 0 01½
Spruce ochre, 100 lb. kegs 0 72
Canadian red oxide, bbls. 0 02
Super magnetic red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure 0 12
Chrome yellow, pure 0 23
Indian ochre, pure 0 14
French ochre, pure 0 12
Chrome green, pure 0 11
French permanent green, pure 0 15
Signwriters' black, pure.. 0 20
Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

Alba-Gloss enamel 4 00
Anchor Floorlustrer 1 80

FILLER.

Luxberry Enamel\$5 00
Screen Enamel B.B. 1 65

GLUE.

French medal 0 15
English common sheet ... 0 12
English prima 0 11
White pigfoot 0 21

Perfection amber, ground, No. 1230 0 13

Cake, bone, 112-lb. bags.. 0 10
Hide, 112-lb. bags 0 15

Gelatine, 112-lb. bags ... 0 20
Ground glues, 112-lb. bags -

No. 1 0 13
Extra 0 16

GLASS.

(TORONTO QUOTATIONS).

Size United Inches. Star.

Under 26\$6 50

26 to 40 7 00

41 to 50 7 40

51 to 60 8 00

61 to 70 8 75

71 to 80 9 50

81 to 85 10 50

86 to 90 11 00

91 to 95 11 50

96 to 100 12 00

Double Diamond.

Size United Inches. \$ 8 60

Under 26 10 00

26 to 40 11 70

41 to 50 12 00

51 to 60 12 75

61 to 70 13 85

71 to 80 17 50

81 to 85 18 85

86 to 90 19 20

91 to 95 22 75

96 to 100 22 75

101 to 105 32 00

106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft., 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches	Star	Double Diamond
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	20.50	
91 to 95	22.00	
96 to 95	25.00	
101 to 105	32.00	
106 to 110	36.00	

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5 per cent. off list, delivered.

City discount, 45 and 5 per cent. off.

Toronto: Country discount, 40½ off list delivered.

City, 42½ off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine\$9 00 \$9 15

"Anchor," pure 8 70 8 85

Green Seal 8 70 8 85

Brandram's B.B. Genuine 9 70 9 85

C.P. Co. decorat's pu. 8 70 8 85

Crown and Anchor, pure 8 90 9 05

Decorat's Pure (Wpg) 8 60

Moore's Pure White Lead 8 70 8 85

Painter's Perfect 8 20 8 35

Ramsay's Pure Lead 8 70 8 85

Ramsay's Exterior 8 40 8 55

Tiger Pure 8 70 8 85

"James Genuine" 10 50

Stephens' H. P. P. (Winnipeg) 8 70

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. 6 50 6 38

Genuine, 100-pound kegs, per cwt. 6 75 6 75

No. 1 casks, per 100 lbs. 6 25 6 25

Less quantity 8 60

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots, \$19 50

2 lb. pkgs., per 100 lbs. 19 50

5 lb. pkgs., per 100 lbs. 15 50

25 lb. pkgs., per 100 lbs. 14 50

100 lb. pkgs., per 100 lbs. 13 25

200 lb. kegs, per 100 lbs. 13 10

300 lb. pkgs., per 100 lbs. 13 00

600 lb. casks, per 100 lbs. 12 50

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls. See weekly report

PAINTS (PREPARED).

Per gallon In qt. tins

Sherwin - Williams paints. 2 00

base

Canada Paint Co.'s pure.. 2 00

Elephant and Prism..... 1 20

Benj. Moore Co.'s

"Egyptian" Brand 1 45

Moore's house colors, per gallon 1 75

Brandram-Henderson's "English" 2 00

Fresco-Tone, in quarts. 1 80

Ramsay's paints, pure 1 80

Ramsay's paints, Thistle.. 1 60

Martin-Senour, 100% pure. 2 00

Senour's floor paints 1 60

Jameson's Crown and Anchor brand 1 60

Stephens' House Paint (Winnipeg) 1 90

Stephens' Floor Paint (Winnipeg) 1 75

Silkstone Wall Color..... 2 00

PARIS PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 1 10

PARIS GREEN.

Prices f.o.b. Montreal, Quebec, Halifax and St. John.

C.P. Co. Bergers

600-lb. casks 18 183½

250-lb. casks 18½ 19

100-lb. drums 19½ 20

50-lb. drums 19½ 20

25-lb. drums 19½ 20½

1-lb. pack., 100 case. 21½ 22½

½-lb. pack., 100 case 23½ 24½

1-lb. tins, 100 case. 22½ 23½

½-lb. tins, 100 case. 25½

Prices f.o.b. Toronto, Hamilton and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks... 0 08½

Orange Mineral, 100-lb. kegs 0 08¾

PRIMER.

Luxberry Primer\$2 25

PASTE WOOD FILLER B.B.

1 lb. cans\$0 18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kegs 0 11

¼ barrels 0 10½

Barrels 0 10

PUTTY.

Standard Montreal Toronto

Bulk, in casks 2 30 2 40

Bulk, 100-lb. drums. 2 50 2 60

Bulk, 25-lb. drums. 2 60 2 70

Bladders, in bbls. .. 2 80 2 90

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange. 30c lb.

TAR (PINE TAR).

Half pint tins, per doz. ... 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH REMOVER.

Toxite, 1 gal. cans 2 10

Cumoff 2 10

TURPENTINE.

Montreal Toronto

5 gal. See weekly report

Pure, single bbls. See weekly report.

SLATING.

Gal. 2 to 4 bbls. 0 60 0 64

Liquid Slating, B.B.\$3 00

STAINS.

Oil, & Spirit, Berry Bros..\$2.50

Water Stains, Berry Bros. 1.25

Berrycraft stain finish ... 3 00

Shingletint, 5 gal. cans ... 1.15

VARNISHES.

Per gal. cans

Liquid Granite\$3 00

Elastic Interior 3 00

Elastic Outside 6 00

Luxberry, light 3 00

Luxberry, white 5 00

Luxberry, spar 4 50

Luxberry, exterior 5 00

Dugloss finish 3 00

Carriage, No. 1 1 50

Excello 2 00

Mar-Not 2 70

Elastic Oak 1 50

Light oil finish 1 35

Gold sized japan 2 00

Baking black japan 1 35

No. 1 black japan 0 95

Crystal Damar 2 50

No. 1 Damar 2 25

Oilcloth 1 50

House painters' white jap.. 1 95

Elastilite varnish 2 25

Copalline varnish 2 25

Granitine floor finish 2 25

Jameson's floor enamel 1 75

Sherwin-Williams' KOPAL varnish 2 50

Canada Paint Co.'s SUN varnish 2 25

"Plint-Lac" coach 1 30

B. H. Ltd., "Gold Medal," cases 1 80

Dependon Lt. H. Oil Finish 1 55

Everlastic Floor 2 30

Elastica exterior finish 4 25

Flatline floor finish 3 00

Stovepipe varnish, ½ pints, gross 9 00

Pure white shellac varnish 2 00

Pure orange shellac varnish 1 00

No. 1 orange shellac varnish 1 75

Kyanize floor finish 3 25

Kyanize cabinet rubbing ... 3 25

Kyanize spar 4 25

Kyanize stains 3 25

WATER PAINTS.

RAMSAY'S



"MAKING GOOD"

The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been "making good"—for us, for the dealer and for the man who finally used them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line".

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal



Made in Canada

One Million Dollars Per Year

Would be saved the farmers of Canada if every apple tree were sprayed with

MUNRO'S ARSENATE OF LEAD

Write for quotations on Arsenate of Lead, and Paris Green, to the Manufacturers

The Allan Munro Color Company, Limited
Montreal

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00

ANVILS.

Peter Wright, 80 lbs. and up.
13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57 to 70 lbs., 12c; 71 to 83 lbs., 11c; 84 lbs. and over, 10½c.

AUGER BITS.

"Irwin" bits, 40%; common, 70%.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½ lb., \$6.65; 2 lb., \$6.90; 2½ lb., \$7.50; 3 lb., \$7.75; 3½ lb., \$8; 4 lb., \$8; H. B. Handled Axes, 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½ lb. and 4 lb. \$10; Black Prince Axes unhandled, \$8.00; Black Prince axes, handled, \$10.25; Bench axes, 35 per cent; broad axes, 5 to 7½ lb., \$28 per doz; 7½ to 9 lb., \$30.80.

BAR, CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron, \$4.25; sleigh shoe steel, \$2.85; spring steel, \$3.40; machinery steel, \$3.75; tool steel, Black Diamond, 100 lbs., \$8.50; Brittain Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list.

Leather.

Agricultural leather belting.
66-2-3 per cent. off the list.
No. 1, 66-2-3 per cent. off list.
Standard, 60 per cent. off list.
The "double" list is just twice the price of "single".

BELT LACING.

In sides, tanned, \$1 per lb.; cut, \$1.10 per lb.; rawhide, sides, 95c; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

Steel, 60 per cent.; wood, 60 per cent.

Wood, tackle, common, 60 per cent.

BOILER TUBES.

2 in., per foot, 10½c; 2½ in., 1½c; 3 in., 17½c.

BOLTS.

Carriage, ¾ and smaller, 60%; 7-16 and larger, 50%; machine, ¾ and under, 60%; 7-16 and over, 50%; machine set screws, 65%; plough bolts, 45%; nuts, small lots, 2c off; case lots, \$2.75 off; stove bolts, 77½%; sleigh shoe bolts to ¾, 50%; 7-16 and up, 40%.

BUILDING PAPER.

Tarred, 55 to 82c per roll, according to quality; plain, 40 to 68c; tarred, felt, 8 and 10 oz., \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65 per cent. off the list.

CHAIN.

Coll. 3-16 in., \$10.00; ¾, \$7.25; 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75; ¾, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾, \$4.25. Logging, 5-16, 6¼c; ¾, 5¼c; Tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1, \$5.13; No. 2, \$5.70; No. 3, \$6.27; No. 4, \$7.41 each.

CLEAVES MAIL.

7¼c per lb.

COPPER.

Sheet and planished copper, 34c per lb. Tinned, 27c. Braziers' soft copper, 10-24 ft., 26c; 27¼c. DRILLS.

Rit Stock, 60 per cent. Blacksmith, ¼ in., round shank, 35 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILPS.

American, 70 and 10%.

Nicholson's, 60%.

FIXTURES.

Steel hollow bar, No. 3, \$1.

GALVANIZED WARE.

Painters' naphtha, hbls., 21c per gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).

35% off f.o.b. Regina, Winnipeg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES.

Light T and strap, 60%.

Corrugated strap, in bulk, 4, 5, 6, 8, 10, 12, 90c, \$1.20, \$1.50, \$2.40, \$3.60, \$5.50.

Corrugated T hinges, in bulk, 4, 5, 6, 8, 10, 12, \$1.10, \$1.50, \$1.80, \$3, \$4.50.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2 and larger, \$4.65; snowshoes, No. 0 to No. 1, \$5.15; No. 2 and larger, \$4.90; steel, No. 0 to 1, \$5.35; No. 2 and larger, \$5.10; featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in., \$2.90.

IRON, GALVANIZED.

	Apollo and "Fleur" "Queen's de Lis." Head."
10½ oz. or 28 Eng. 5 25	5 60
28 Am. or 26 Eng. 5 00	5 35
26 Am. or 26 spec'd 4 75	5 10
24 Am. and Eng. 4 60	4 95
22 Am. and Eng. 4 60	4 95
18 & 20 Am. & Eng. 4 50	4 80
16 Am. and Eng. 4 35	4 65

IRONS, SAD.

Common Sad Irons, 8 lbs. and 6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Asbestos Sad Irons.

No. 100, set 1 80

No. 70, set 1 65

Mrs. Pott's common sad iron handles, 85c a dozen. Mrs. Pott's improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trulite short globe, doz. 7 50

LEAD PIPE.

\$7.50 coil; less coil, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.

Raw, per gal., 79c; boiled, per gal., 82c.

These prices are for barrels. Less amounts 5c per gal. extra, with additional charges for cart, etc.

LOCKS.

Peterboro and fittings, 45 p.c.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILES.

Wire, f.o.b. Fort William, \$2.40 base; Winnipeg, \$2.80 base. Cut, f.o.b. Winnipeg, \$3.35.

NAILES, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 50 per cent.

NUTS.

Square and hex., small lots, f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

	Gal.	Tin	vanized
½ gal., dome top....	\$2 10	\$3 04	
1 gal., dome top....	2 55	3 42	
2 gal., dome top....	3 97	4 55	
3 gal., dome top....	5 10	7 35	
5 gal., dome top....	6 34	8 25	

OILS.

Silver Star oil, 18½c. gal.; Royalite oil, 16c. gal.; Palatine oil, 18½c. gal.; Capital Cylinder, 56c. gal.; Standard gas engine oil, 41c; Polarine oil, 60c. gal.; Prairie Harvester oil, 30½c. gal.

DRY COLORS.

Yellow ochre, in hbl. lots, 2¼c; less than barrel lots, 3c; golden ochre, barrels, 3¼c; less than barrels, 4¼c; Venetian red, barrel, \$2; less than barrels, \$3;

American vermilion, 12c; English vermilion, \$1 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, \$8.50. 9c lb. for less.

PARIS GREEN.

1 lb. pkgs., 21½c. small lots and cases.

PICKS.

Clay, 6-7, \$4.50 per dozen.

GALVANIZED IRON PIPE.

¼ inch, \$3.70; ¾, \$3.80; 1½, \$4.40; ¾, \$5.25; 1 inch, \$7.70; 1¼, \$10.40; 1½, \$12.60; 2, \$16.80.

IRON PIPE.

Black, ¼ inch, \$2.65; ¾ inch, \$2.75; ½ inch, \$3.35; ¾ inch, \$3.95; 1 inch, \$5.80; 1¼ inch, \$7.85; 2 inch, \$12.60; 2½ inch, \$20.20; 3 inch, \$26.40; 3½ inch, \$31.75; 4 inch, \$37.60; 4½ inch, \$42.35; 5 inch, \$49.75; 6 inch, \$66.40.

PLASTER, Paris, per bbl., \$3.25

PLATES, CANADA.

Half polish, 6-7 inch, \$3.65; 8 inch, \$3.90; full polish, 6-7 inch, \$4.65; 8 inch, \$4.90. Black sheets—28 gauge, \$3.60; 26, \$3.45; 24 \$3.35; 22, \$3.35; 18-20, \$3.35; 14-16, \$3.10; 10-20, \$3.15.

PLOW SHARES10c per lb.

POINTS.

Landslide plow, 1½ x 14 in., \$1.75 per dozen.

PUTTY.

100-lb. drums 3 00

25-lb. irons, per cwt. 3 10

1½-lb. tins 0 06

RASPS.

Helers' 70 and 5 per cent.; Helers' horse tooth rasps, 60-10 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 7, 33c; No. 8, 33c; No. 9, 34c; No. 10, 36c; No. 12, 38c.

Five-lb. assorted boxes, No. 8 gauge, 37c per lb.; No. 10 gauge, 39c per lb.

Copper Burrs, No. 7, 44c; No. 8, 45c; No. 9, 47c; No. 10, 48c; No. 12, 52c.

ROPE.

Sisal, 10½c base; pure Manila, 16c base; British Manila, 12c base; lath yarn, 9½c base.

Tarred Marline Hanks, per lb., 26c.

SAWS, BUCK.

Happy Medium and Watch Spring, \$4.25; Lance Tooth or Lightning blades, \$6.50; New Century, \$6.50; Maple Leaf, \$5.25; Prince Rupert, \$8.00.

SCALES.

Same form as Toronto quotations, making discounts in all cases 5% less. All quotations f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80 10 and 5 per cent.; flat head, 85 10 and 5 per cent.; round head, brass, 70, 10 and 5 per cent.; flat head, brass, 75, 10, 5 per cent.; coach, 60 per cent.

SCYTHES.

Brush, \$8.25.

Grass, \$7.25 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled, \$9.65; buckshot, \$10.05; ball, \$10.45.

SHEET ZINC.

Cask, lots, 13¼c; small lots, 13½c.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.; Fox & Olds, \$7.10 per doz.; Scoops, D-handled, "Black Cat."

No. 3, \$7.70; No. 4, \$8.20; No. 5, \$8.50; No. 6, \$8.75; No. 8, \$9.25; No. 10, \$9.50.

SNATHS, SCYTHE.

Grass, No. 2, \$7.25; brush, No. 1, \$8.25.

SOLDER.

Per pound, 27 to 28 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16 \$4.15; ¾, \$3.90; 7-16, \$3.80; 1¼ \$3.75; ¾, \$3.75.

STAPLES.

Bright wire per cwt., \$2.55 at Fort William, \$2.95 Winnipeg; galvanized staples, \$3.25 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.; plow, common, \$4.50; crucible plow, \$5.50; angle, \$3.25; harrow, \$3.25 base; cast, octagon tool steel, 8½c base; square tool steel, 9½c base; spring, \$3.40; machine, \$3.75 base; tire, \$3.00.

STEEL HOOPS.

½ in., \$5; ¾ in., \$4.75; ¾ in., \$4.35; 7/8 in., \$4.25; 1 in., \$4; 1¼ in., \$4; 1½ in., \$3.75.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE.

Rivet, Paten'd 6 in., per 100 ft.... 9 00 9 05

7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42

7 inch, per doz. 1 59

8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES.

Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	10 25
20 x 28 I.X.	12 25
Terne Plates	9 75

TOOLS, HARVEST.

Ordinary, 50 per cent.

TURPENTINE.

Per gal., barrel lots, 75c.

VARNISHES.

	Per gal. case
Carriage No. 1	1 75
Elastic Oak	1 00
Furniture No. 1	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25
Granitine floor finish	2 25
Pure white shellac varnish	2 20
Pure orange shellac varnish	2 00
Lumette	2 09
Best wearing body	5 00
Best gearing varnish	4 00
Extra light hard oil	1 90

VICES.

Peter Wright's solid box vices, 45 lbs. and over, 15c lb.

Norris vices, 45 lbs. and under, \$6 each;

The Satisfaction That Your Customers Get
By Using

Stephens'

"WA-KO-VER" STAINS

Will Result In More Business For You

It will pay you to stock and boost these high-grade stains now. They pay good profits and are the best protection for the dealer against dissatisfied customers.

They have remarkable toughness and elasticity and can be washed with soap and water without impairing the brilliancy of the finish.

Put up in attractive packages; ready sellers both to painters and consumers.

Write for color cards and full information.

G. F. STEPHENS & COMPANY, LIMITED

WINNIPEG and CALGARY

Reveries of the Advertising Managers

There are many progressive hardware merchants who have found that they can save a great deal of the time they give to interviews with traveling salesmen by carefully reading the advertisements in *Hardware and Metal*.

The spending of an hour a week in perusing the advertising pages will keep them in pretty close touch with "who makes what" for the Canadian hardware trade. For naturally, progressive manufacturers of hardware will see that their customers and prospective customers are kept thoroughly informed of their offerings when it is so easy to reach them by advertising in *Hardware and Metal*, which is read by nearly all hardware merchants in Canada.

So, when the traveler for one of *Hardware and Metal's* advertisers comes along, the merchant who has been following the weekly advertisements of his firm, knows a good part of his line in advance and can get right down to business. He wastes no time in preliminaries. Just what this means is best appreciated by those merchants who live within twenty miles of a big distributing centre and who find that their Mondays are largely taken up interviewing travelers who are making their town the first stop on the week's itinerary, and their Fridays with salesmen who are making their last stop for the week.

Of course this time-saving benefit is reciprocal. The traveling salesman can cut down his selling expense by making more towns in a week if he finds that he can immediately put up his proposition to a merchant instead of losing time telling what kind of a firm he represents. Just a few minutes saved often means catching a train in time to work another town before dark.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

HARDWARE BUSINESS WANTED IN GOOD Ontario Town or City. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto. (11)

WANTED A HARDWARE STOCK THAT will inventory five or six thousand dollars. Apply giving particulars to Box 168, Hardware and Metal, Toronto. (12)

SITUATION WANTED BY INDUSTRIOUS man 30 years of age, with fourteen years' retail, wholesale and travelling experience in shelf and heavy hardware. Best references; abstainer. Address Box 164, Hardware and Metal, Toronto. (11)

TRAVELLER, WITH AUTOMOBILE, HAS first-class connection with best hardware trade in Toronto, is in position to represent good house on commission basis or salary and commission. Box 159, Hardware & Metal, Toronto.

SITUATIONS WANTED

YOUNG MAN WITH NINE YEARS' RETAIL hardware experience, wishes position as traveler for manufacturer or jobber. Good references. Apply Box 169, Hardware and Metal, Toronto. (10)

WANTED — POSITION BY YOUNG MAN with ten years' experience in wholesale and retail hardware trade. Capable of taking charge. Best of references. Box 165, Hardware and Metal, Toronto. (12)

HARDWARE MAN, WITH FIVE YEARS' experience in retail hardware and three years at tin-smithing, desires position, commence April 1. Good references. Apply to Box 166, Hardware and Metal, Toronto. (10)

SITUATIONS VACANT

HARDWARE TRAVELER — MUST HAVE thorough hardware training and road experience (preferable Western). Give full particulars experience. Name character and qualification references. State salary required. Duties to commence April 1st. Peart Bros., Hardware Co., Ltd., Regina, Sask. (11)

WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

WANTED—RELIABLE, ENERGETIC HARD- ware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware & Metal, Toronto. (11)

MISCELLANEOUS

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St. Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN- stallng an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B." Otis-Fensom Elevator Co., Toronto.

A SEED DEPARTMENT

will add to your profits.

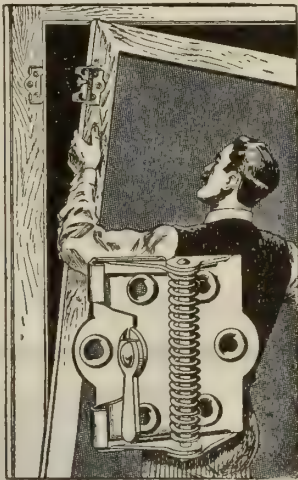
*Kelway Langport
England*

grow and sell **SEEDS OF ALL KINDS** for Traders. Write to the actual **WHOLESALE** growers for rock-bottom prices and illustrated catalogue. Buy well ahead to secure **LOWEST PRICES**. Write **TO-DAY**.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

THE NATIONAL CASH REGISTER COM- pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.



JIFFY
Detach-
able
Screen
Door
Hinge

Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for **WINTER STORM DOORS**, as well as **SCREEN DOORS**. Made in all finishes, twelve pairs packed in a box. Be sure and have your jobber show you this hinge before buying others, or **WRITE FOR SAMPLE TO**

SAUNDERS & WAINWRIGHT
St. Nicholas Bldg. Montreal

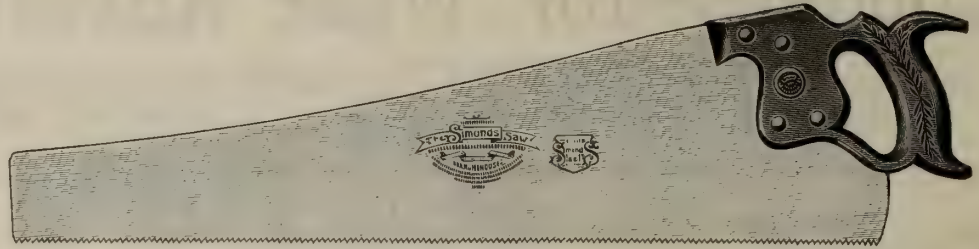
Make Use of This Page for all Your "Wants"

HARDWARE AND METAL, 143 University Ave., Toronto, Ont.

Enclosed find \$....., for which insert following advertisement in your "Want" Ad. Page . . . times. (For Rates see top of this page.) (Each figure, including box number, counts as one word.)

Signed
Town Province

\$2.00



SIMONDS SAWS

Manufacturer's Brand high-grade saws. Good sellers. Popular with Carpenters. Carry this Saw in stock the same as you do Simonds Crescent Ground Cross-Cut Saws.

Simonds Canada Saw Company Limited

St. Remi Street and Acorn Ave., MONTREAL

St. John, N. B.; Vancouver, B. C.



ATTRACTIVE, CONVENIENT, DURABLE, REASONABLE IN PRICE.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and

shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

CAMERON AND CAMPBELL, TORONTO

Turpentine Producers' Agency

IMPORTERS OF TURPENTINE

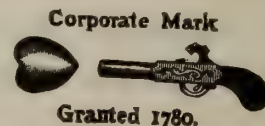
LOWEST QUOTATIONS BY WIRE OR LETTER

We Are Also Agents For
BADEN LINSEED OILS

261 MACDONELL AVE.

TORONTO, ONTARIO

STAMPED
ON THE



GENUINE
ARTICLE

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

**PEN, POCKET & SPORTING
KNIVES, RAZORS, &c.**

For Sale by Leading Wholesale Houses

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

SPOONER'S No Hot Boxes
NON FRICTION ANTI FRICTION
MACHINERY BEARING METAL

COPPERINE

CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.



Hardwaremen, sell the Skating Rink in your town a J & R Rink Scraper, which cleans off snow, ice and slush. Write for circular.

James & Reid
Sole Manufacturers
Perth, Ont.

FIRE BRICK & FIRE CLAY

BEST
PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best
Attention

ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA



PUMPS

ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

The
Condensed Ad
page
will interest you

BEAR BRAND LAMP BLACKS

*A Germantown of quality
that gets big business*

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Fellow Plates.

STEEL

STAMPS
LETTERS
FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

5½ Toronto Street,
Toronto.

52 Canada Life Bldg.,
Montreal.

Big Profit and Satisfaction
in Selling



"AYLMER" Force Pumps

They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada

HENRY J. SEYMOUR SHEARS NEW YORK

SEYMOUR SHEARS

have been the
Standard for over
eighty years

TAILOR SHEARS
TRIMMERS
BANKER SHEARS

BARBER SHEARS
LADIES' SCISSORS

TINNER SNIPS

Catalog illustrating full line of Seymour Shears gladly sent on request.

Selling Agents, **WIEBUSCH & HILGER**, Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our line.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

HERCULES

SASH CORD



THE BEST MADE

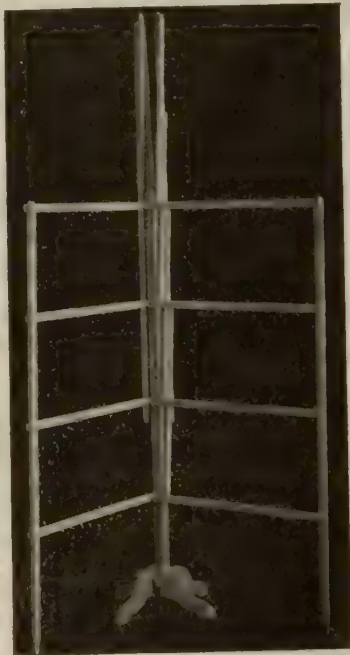
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
All Wholesale Dealers Sell Them

STRATFORD CLOTHES DRIERS

ARE BACKED BY THE "QUALITY FIRST" IDEA — AND CLEAR BASSWOOD. EXCELLENT CONSTRUCTION AND FINISH ENABLES A CUSTOMER TO SEE EXCEPTIONAL VALUE AT A GLANCE.

Four drying sides of 16 bars. Each and every side can be folded up against the middle post, if not needed.

A trial will convince you of its merits as a seller.



We also manufacture Ironing, Sleeve and Bake Boards, Ladders, Folding Chairs, etc.

The Stratford quality is consistently good.

Write for our complete catalog.

The Stratford Mfg. CO.
Limited
Stratford, Ontario

KINDLY MENTION
THIS PAPER WHEN
WRITING ADVERTISERS

NEW PURITAN REFRIGERATORS

at a price made to suit the 1915
Pocket Book

They're made of Hardwood, Well Insulated.

Have perfect circulation, removable parts, swing base board, golden finish, bronze or polished Roman Gold Trimming and White Enamel or Galvanized lining.

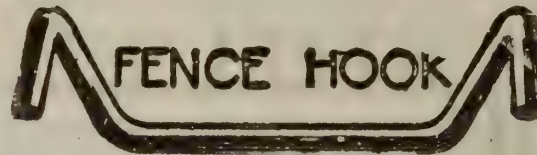
FULLY GUARANTEED.

Their good value assures good sales and satisfied customers.

**The Sanderson-Harold
Company, Limited**
PARIS, CANADA



GALVANIZED FENCE HOOK For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, COILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED WIRE, CLOTHES LINE WIRE, STAPLES, ETC.

The Western Wire and Nail Co., Limited,

London, Ont.

NORCROSS Garden Cultivator-Hoes and Weeders



"Norcross" tools work between rows, or middle shovel may be removed and the rows straddled, and much finer work accomplished, because they will cultivate closer to delicate plants without injuring them, than any other type of garden tool known.

They are EASY TO HANDLE, DO VERY RAPID WORK, and LEAVE THE SOIL LOOSE and UNTRAMPLED. SELL FOR BUT LITTLE MORE THAN THE ORDINARY HOE, AND LEAVE A VERY LIBERAL PROFIT.

WRITE US FOR PRICES, TERMS AND FURTHER PARTICULARS.

C. S. Norcross & Sons
Manufacturers
Bushnell, Ill., U.S.A.

Safe Investments

The Financial Post of Canada is the recognized authority on Canadian investments.

Each week it gives much exclusive information respecting Canadian companies; also reliable news on bond and stock issues, mining and real estate conditions.

The INVESTOR'S INFORMATION BUREAU is maintained free to subscribers and answers by letter all inquiries about investments. Write for sample copy and our subscription offer.

**The Financial Post
of Canada**
Toronto

"The Canadian Newspaper for Investors"

NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80 %

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONEL METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place, New York.

NOVASCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL



OAKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

LONDON

HIGH GRADE

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices. The consignments you receive from time to time are the same through and through. Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents
Manitoba, Blissett & Loucks, Limited,
Winnipeg; British Columbia, McPherson
& Teetzel, Vancouver.

BAR IRON

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Agents: **A. RAMSAY & SON COMPANY, Montreal.**



FORD MASTER VIBRATOR

The "American Master" differs from all others. Takes place of switch on coil box. No lock required. Dealers, write for prices.

GEO. W. MacNEILL CO., 85 Richmond Street W.
Exclusive Factory Agent **TORONTO**

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL


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- Air Hoists.**
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- Aluminum Ware.**
Hoods, Ltd., Birmingham, Eng.
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Henderson & Richardson, Montreal.
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Steel Co. of Canada, Hamilton.
London Rolling Mills Co., London.
- Bar Iron and Steel.**
Dominion Iron & Steel Co., Ltd., Sydney.
- Barn Door Hangers.**
MacKenzie Bros., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
- Barn Equipment.**
MacKenzie Bros., Winnipeg, Man.
- Bath Room Fittings.**
Canadian Consolidated Rubber Co., Montreal.
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Landers, Fray & Clark, New Britain.
- Batteries and Accessories.**
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E. T. Wright Co., Ltd., Hamilton.
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- Bisquit Boxes.**
Soren Bros., Toronto.
- Bits.**
Ford Auger Bit Co., Holyoke, Mass.
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Progressive Mfg. Co., Torrington, Conn.
Russell, Jennings Mfg. Co., St. Catharines.
- Binder Twine.**
Consumers Cordage Co., Montreal.
- Blocks, Lifting.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Bolts and Nuts.**
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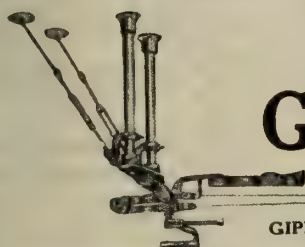
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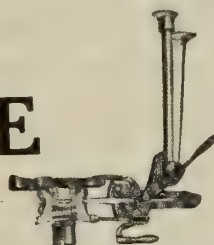
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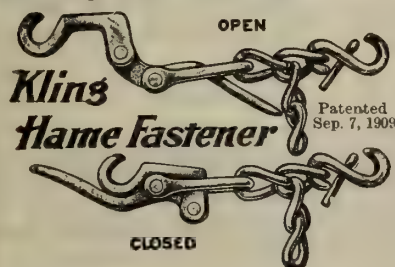
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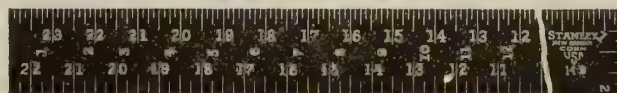


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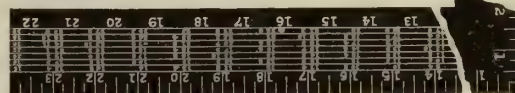
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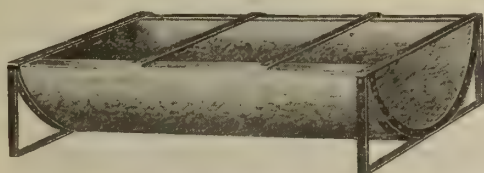
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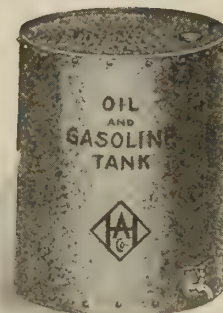
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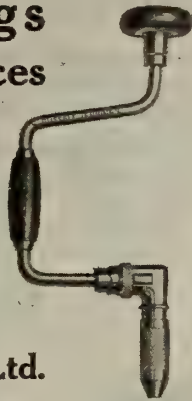
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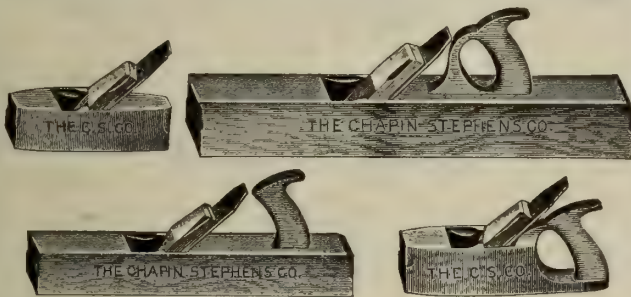
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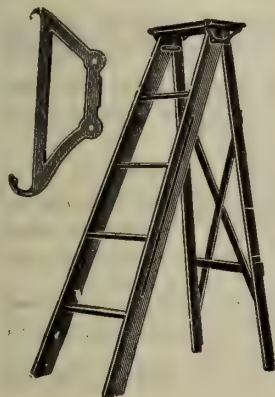


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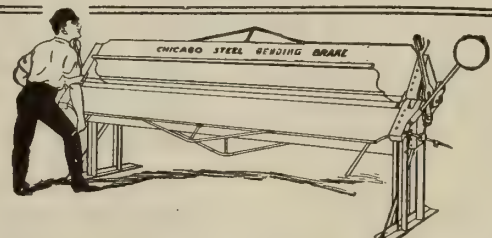
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Taps. Butterfield & Co., Rock Island, Que. Pratt & Whitney Co., Dundas, Ont.	Tools—Metal Workers'. Brown-Steg Co., Hamilton. Peck, Stow & Wilcox Co., Southington & Cleveland.	Wagon Jacks. Richards-Wilcox Canadian Co., London, Ont.	Henderson & Richardson, Montreal. Laidlaw Bale Tie Co., Hamilton, Ont. Steel Co. of Canada, Ltd., Hamilton.
Tacks. Steel Co. of Canada, Ltd., Hamilton.	Tool Grinders. Richards-Wilcox Canadian Co., London, Ont. Taylor-Forbes Co., Ltd., Guelph, Ont.	Washers. Steel Co. of Canada, Ltd., Hamilton. Wrought Washer Mfg. Co., Milwaukee.	Wire. Frost Wire Fence Co., Ltd., Hamilton, Ont. Northern Bolt & Screw Co., Owen Sound, Ont.
Tapes. Can. H. W. Johns-Manville Co., Ltd., Toronto. Jas. Chesterman & Co., Sheffield, Eng. Lufkin Rule Co., Windsor, Ont. J. Rabone & Sons, Birmingham, Eng.	Torches. Clayton & Lambert Mfg. Co., Detroit.	Watering Cans. Soren Bros., Toronto. Sheet Metal Products Co., Ltd., Toronto.	Wire Mats. Andrews Wire Works of Canada, Ltd., Watford, Ont. Canada Wire & Iron Goods Mfg. Co., Hamilton. B. Greening Wire Co., Ltd., Hamilton.
Tea Kettles. Soren Bros., Toronto.	Tool Handles and Lumbering Tools. J. H. Still Mfg. Co., St. Thomas.	Wash Boilers. Soren Bros., Toronto. Sheet Metal Products Co., Ltd., Toronto.	Kuhne-Anderton Co., Port Hope, Ont.
Technical Books. MacLean Publishing Co., Toronto.	Track Systems. The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.	Weeders. C. S. Norcross & Sons, Bushnell, Ill.	Wire Goods, Bright. Frost Wire Fence Co., Ltd., Hamilton, Ont. Steel Co. of Canada, Ltd., Hamilton.
Tents and Awnings. Scythos & Co., Toronto.	Travelling Cranes. The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.	Whips. Hamilton Whip Co., Hamilton, Ont. MacKenzie Bros., Winnipeg, Man.	Wire Goods. Andrews Wire Works, Watford, Ont. Canada Wire & Iron Goods Mfg. Co., Hamilton.
Telescope Ash Holists. The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.	Tripods. The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.	White Lead. Brandram-Henderson Co., Montreal. Steel Co. of Canada, Ltd., Hamilton. G. F. Stephens & Co., Winnipeg.	Wire Products. Andrew Wire Works, Watford, Ont. Canada Wire & Iron Goods Co., Hamilton, Ont. Dominion Iron & Steel Co., Ltd., Sydney.
Thrashing Tools. Pratt & Whitney Co., Dundas, Ont.	Trolleys. The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.	Wholesale Hardware. Thos. Birkett & Son, Ottawa. Caverhill, Learmont & Co., Montreal. Howland, H. S., Sons & Co., Toronto. Lewis Bros. & Co., Montreal. Miller, Morse Hdw. Co., Winnipeg.	Wire Rope. The B. Greening Wire Rope Co., Ltd., Hamilton.
Tiling, Wall and Floor. Can. H. W. Johns-Manville Co., Ltd., Toronto. The Barton-Netting Co., Ltd., Windsor, Ont.	Tubing, Draught. Canadian Consolidated Rubber Co., Limited, Montreal, Que.	Winches. Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man. The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.	Wire Springs. The B. Greening Wire Rope Co., Ltd., Hamilton. Henderson & Richardson, Montreal.
Tinners' Snips. Peck, Stow & Wilcox Co., Southington, Conn. Taylor-Forbes Co., Ltd., Guelph, Ont.	Tubing, Rubber. Canadian Consolidated Rubber Co., Montreal.	Window Guards. B. Greening Wire Co., Ltd., Hamilton. Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.	Wire Stretchers. MacKenzie Bros., Winnipeg, Man. Richards-Wilcox Canadian Co., London, Ont.
Tin Plate. A. C. Leslie & Co., Montreal. B. & S. H. Thompson & Co., Montreal.	Vacuum Cleaners. Onward Mfg. Co., Berlin, Ont.	Wire Guards. Canada Wire & Iron Goods Co., Hamilton, Ont. B. Greening Wire Co., Ltd., Hamilton.	Wood Finishes. Berry Bros., Walkerville. G. F. Stephens & Co., Winnipeg.
Tinware. Hoods, Ltd., Birmingham, Eng. Soren Bros., Toronto. Sheet Metal Products Co., Ltd., Toronto.	Vacuum Sweepers. MacKenzie Bros., Winnipeg, Man.	Wire Door Guards. Canada Wire & Iron Goods Co., Hamilton, Ont. B. Greening Wire Co., Ltd., Hamilton.	Woven Wire Fencing. Frost Wire Fence Co., Ltd., Hamilton, Ont. Dominion Iron & Steel Co., Ltd., Sydney.
Tires, Auto, Bicycle and Baby Carriage. Canadian Consolidated Rubber Co., Montreal.	Varnishes; See Paints. Berry Bros., Ltd., Walkerville, Ont. Pratt & Lambert, Bridgeburg. A. Ramsay & Son Co., Montreal. G. F. Stephens & Co., Winnipeg.	Wire Iron, Steel, Brass and Copper. Dominion Iron & Steel Co., Ltd., Sydney. B. Greening Wire Co., Ltd., Hamilton.	Wrenches. Peck, Stow & Wilcox Co., Southington & Cleveland. Trimont Mfg. Co., Roxbury, Mass. Whitman & Barnes Mfg. Co., & Catharines.
Tools. Hoods, Ltd., Birmingham, Eng. Buck Bros., Milbury, Mass. The Chapin Stephens Co., Pine Meadow, Conn. The Goodell-Pratt Co., Greenfield, Mass. Millers Falls Co., New York. Peck, Stow & Wilcox Co., Southington, Conn. Smith & Hemenway Co., New York. Stanley Rule & Level Co., New Britain.	Ventilators. Metallic Roofing Co., Toronto.		
	Wall Plaster. The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.		
	Wash Boards. Wm. Cane & Sons Co., Newmarket. Meakins & Sons, Hamilton.		
	Washing Machines, Etc. J. H. Connor & Son, Ottawa, Ont. Cummer-Dowsell, Ltd., Hamilton. Henderson & Richardson, Montreal. MacKenzie Bros., Winnipeg, Man. D. Maxwell & Son, St. Mary's, Ont. Taylor-Forbes Co., Ltd., Guelph, Ont.		



Make Your Local Advertising Pull Good Business

One of the best means at your disposal, for stirring up business, is intelligent advertising in your local newspapers. Have you felt the need of small cuts to put life and selling power into your advertisements? No doubt you have, but owing to the cost of cuts required for this, you have been prevented from going more thoroughly into the matter. Hardware and Metal has overcome this difficulty, and will supply you with cuts, at very low cost. They will cost you only fifteen cents each. We have two hundred of them in Hardware and Metal's Electro Service. Send for sample sheets, showing proofs of these valuable little cuts. Then make your selection.

HARDWARE & METAL

143-153 University Avenue, Toronto

Montreal

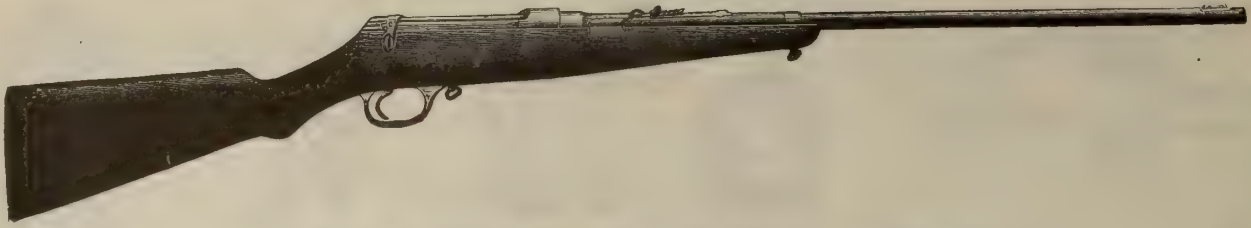
Winnipeg

Boston

New York

Chicago

London, Eng.



ROSS RIFLES

MADE-IN-CANADA

Are Sold All Over The World

We cannot therefore, even if we wished it, urge the sale of Ross Rifles merely **because** they are Made-in-Canada—But Ross Rifles are used by the most experienced hunters all over the world—and in **Canada** there is the added advantage of being quickly able to renew broken or worn parts, at a minimum expense and without customs vexations.

The "Made-in-Canada" is an added inducement.

ROSS RIFLE COMPANY, Quebec, Canada

Your copy is ready

Handy to handle.
Time and bother saving.
A complete selling index of 3,800
styles, sizes and finishes of

Red Devils

BETTER THAN NECESSARY TOOLS

Send
to-day

Smith & Hemenway Co., Inc.
150 Chambers St.
New York, N.Y.

ILLUSTRATED NET PRICE LIST
OF
SMITH & HEMENWAY CO., INC.
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FACTORIES
Irvington, N. J.
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MANUFACTURERS OF
"RED DEVIL" TOOLS
AND HARDWARE SPECIALTIES

48
pages
full
of
information!

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BIRMINGHAM, England LIMITED

Also LONDON GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of
**CARTLAND'S PATENT HELICAL, CLIMAX,
AND RELIABLE DOOR SPRINGS**

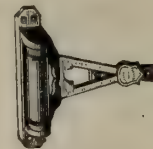
DOUBLE
ACTION



5753 IRON
3 in..... 4/3
4 "..... 6/-
5 "..... 8/6

5754 BRASS
3 in..... 6/9
4 "..... 10/-
5 "..... 14/-
per pair.

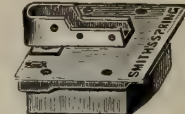
5355 IRON
4 in..... 23/6
5 "..... 32/-
6 "..... 40/-



5356 BRASS
4 in..... 40/-
5 "..... 53/-
6 "..... 65/-
per dozen.



2401
With 2 in.
Shoe,
18/- each.



2860
With 2 in.
Shoe,
26/- each

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

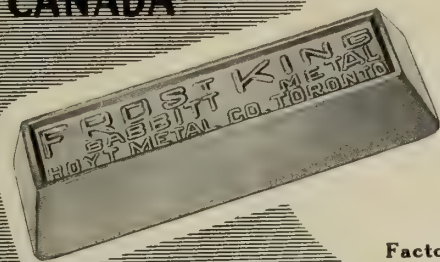
FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.

Our new Catalogue, fully illustrated, mailed free on
application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto.
Western: W. T. McArthur & Co., 1123 Homer St., Vancouver, B.C.

Made in
CANADA



SOLD ON MERIT

"HOYT FROST KING"

HAS THE DISTINCTIVE QUALITY, AND SERVES IN A WAY
THAT WILL "GINGER UP" YOUR BABBITT SALES.

A trial is convincing.

Order from your jobber.

HOYT METAL COMPANY

Factory and Offices, EASTERN AVE. and LEWIS ST., TORONTO, ONTARIO
New York, N.Y.; London, Eng.; St. Louis, Mo.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs,
etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

MONTREAL

WINNIPEG

CALGARY

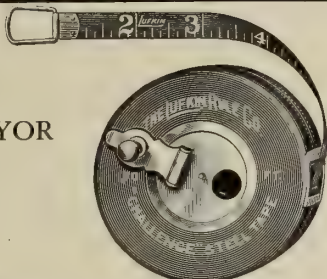
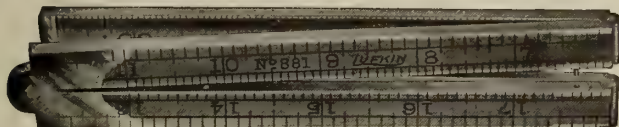
VANCOUVER

When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR
are looking for the trade-mark

LUFKIN



SOLD BY ALL
JOBBER

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or
they have been educated up to it by their
associates.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand,
Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware
Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO

MADE IN
CANADA



It's a Pink any-
way you take it,
and it's the best
Peavey made.

"Patriotism and Production"

The Department of Agriculture, of the Dominion Government, is now conducting a campaign of advertising, followed up by lectures, for the purpose of urging the farmers of Canada to "produce more." Thousands of Dollars are being spent on the campaign, and it has aroused great interest in the rural communities. Even in the towns and cities, most of the people who can boast of a back yard, of respectable proportions, will be practising "intensive farming" this year.

What does all this mean, to the manufacturer, jobber and retailer of hardware?

Just this: that they will be called upon to supply large quantities of farming and gardening tools, seeds, fencing, and other equipment to help the Canadian farmer enlarge the capacity of his plant.

It will mean a demand for building materials too, because farmers will have to provide protection for the largest and most valuable crop in Canadian history. Barns and implement sheds will have to be built or enlarged, in every agricultural community. And, when the crop is marketed, hundreds of farm homes, of a superior class, will be built, just as happened at the time of the Crimean War.

What have *you* to offer the trade, which will help you to realize on the business that is bound to follow in the wake of the "Patriotism and Production" Campaign? Surely you can draw up a plan which will make money for you, and for the hardware merchant.

And how better could you present this proposition to the trade, than by advertising it in Hardware and Metal's Annual Spring Number, to be issued March 20! It will reach every Canadian hardwareman, at the precise time when he is making up the biggest orders of the year. The frontispiece, from a painting by C. W. Jefferys, will emphasize the "Patriotism and Production" idea.

Last Forms close March 15. Write us for prices, and other information.

Hardware and Metal

Canada's Only Weekly Hardware Paper

143-153 University Avenue, Toronto

MONTREAL, WINNIPEG, NEW YORK, BOSTON, CHICAGO, LONDON, ENG.

HARDWARE AND METAL

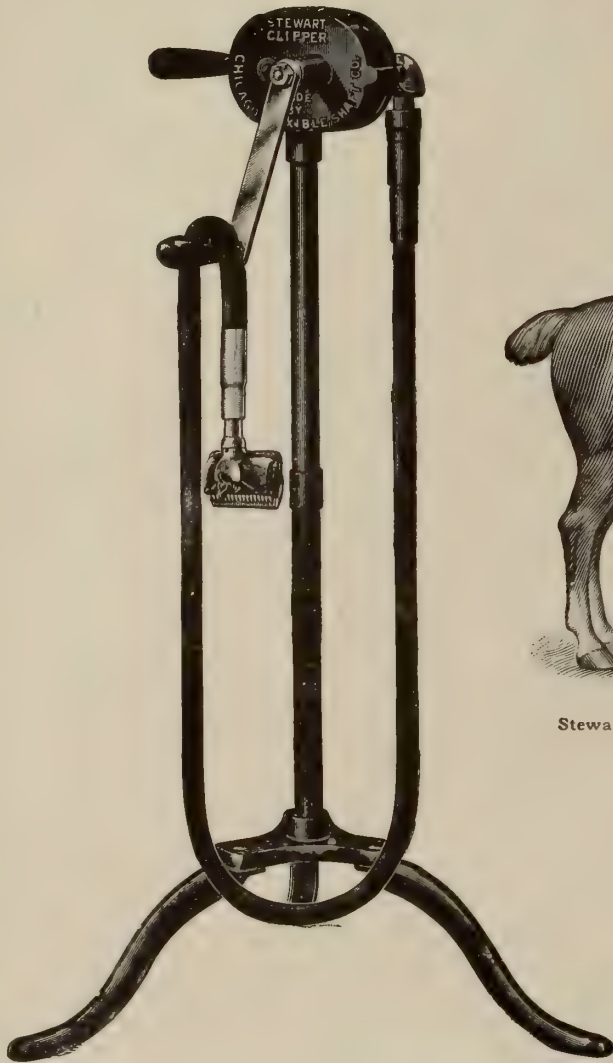
Vol. XXVII. **PUBLISHED EVERY SATURDAY SINCE 1888** March 13
No. 11 **THE MACLEAN PUBLISHING COMPANY, LIMITED** 1915
PUBLICATION OFFICE: TORONTO, CANADA



Every Retailer should stock this line.
Sale increasing immensely.

The Clipping Machine your Customers Know
and Like is this

Stewart Ball Bearing Machine



Stewart No. 1 Ball Bearing Enclosed Gear Clipping Machine in Operation

It sells to the user in Canada for only \$8.75

The only satisfactory machine ever offered at the price.

The QUALITY machine, above all others.

You can sell more of these machines than of all others put together. Stewart machines are not thrown back on your hands. They please the buyer and help sell more.

A clipping machine that won't cut, nor continue to cut, is a nuisance. It angers your customer, shakes his confidence in you, and spoils your trade.

That never happens with Stewart machines. That's why every jobber carries them; that's why they add to your prestige for selling **GOODS OF QUALITY.**

If you want the cream of the clipping machine business, sell the Stewart Ball Bearing Machine.

Each year we spend more to help dealers and jobbers sell Stewart machines than the gross sales of all other clipping machine makers amount to. That's real co-operation.

Stewart machines cut keenest and last longest. Each Stewart must satisfy the user, or all money paid out will be refunded.

All jobbers have Stewart machines. Order now, and write us for supply of "Helps to Sell" more of these splendid machines.

Chicago Flexible Shaft Co. 250 Ontario St., Chicago

IT WILL PAY YOU
TO SELL
"P. & W. Co."
SMALL TOOLS
PRECISION
DELIVERY
QUALITY
GUARANTEED

IF YOUR JOBBER CAN'T SUPPLY YOU
WRITE US DIRECT

PRATT & WHITNEY COMPANY
 OF CANADA LIMITED
DUNDAS - ONTARIO
MONTREAL—WINNIPEG—VANCOUVER



R-W No. 240 Tackle Block and Stretcher

Made of Malleable Iron and Steel, Aluminized

Patent clamp holds the wire at any point, no matter how great the tension. Locks automatically and is unlocked by a slight movement of the hand rope. A complete hoist with a capacity of 500 pounds.

Packed with 16½ feet of ¾-inch rope.



R-W No. 528 Wagon Jack

It is all steel, has strong compound leverage, and is built for long service. Best jack made. Four sizes.

The ram is double, not single. Lift is adjustable on the ram for a distance of ten inches.

Richards-Wilcox

Canadian Co. Ltd. LONDON, ONT.

Order STANLEY No. 3000
"TWINROLD" SELF-TIGHTENING
 COILED DOUBLE
BOX STRAPPING
 See page 71
The STANLEY WORKS, New Britain, Conn.
 Canadian Representatives:
 A. MacFarlane & Co., Coristine Bldg., Montreal.

Nails on
 RIB CENTER
 Can't Slip.

Nails driven
 obliquely on
 RIB CENTER
 Tighten Strap

300-FOOT COIL

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO



**MADE IN
 CANADA**

It's a Pink any-
 way you take it,
 and it's the best
 heavy made.

WHEN FLOUR IS HIGH SELL UNIVERSAL Bread Makers



Four Sizes
Capacities
2 to 10 loaves
Prices
\$1.50 to \$2.50

Now is the time to make an aggressive sales campaign on UNIVERSAL BREAD MAKERS.

With the price of baker's bread soaring, every woman in your vicinity is a prospective customer for one of these time - saving, labor - saving, money - saving appliances.

Every woman knows that home-made bread is more nutritious than baker's bread, and when made in a UNIVERSAL BREAD MAKER it is better still and less expensive too.

The Flour Saved Will Pay For a UNIVERSAL BREAD MAKER In a Few Months

By the UNIVERSAL Method the mixing and kneading is done in three minutes, so thoroughly and evenly that the bread is firm, light and white and free from unbroken starch cells. The UNIVERSAL way is the sanitary way, as the dough is never touched by hand except when it is placed in the pans for baking.

We have advertising helps of every kind to aid you in selling UNIVERSAL BREAD MAKERS. Write for an assortment to-day.

With your first order for one dozen Bread Makers we will furnish a handsome display stand FREE, together with several show cards and lantern slides.

For prices, etc., write to your jobber or direct to us.

LANDERS, FRARY & CLARK
New Britain, Conn.

UNIVERSAL

UNIVERSAL

BEAUTIFUL COLORS

Together with their Strength, Light-Running and Pleasing Outline, are sure to

Attract Attention to Our "BIG 5" Lawn Mowers

regardless of the price; but—and this is an added attraction—their price is lower than mowers which will not compare favorably with them in any one of the features mentioned above.

See them Illustrated in Colors in our General Catalog No. 50

BLACK DIAMOND

Four Blade Reel

10 in. Wheels—Geared on Both Ends

Gold and Aluminum Bronzed,
Vermilion and Black Trimmed

Sizes, 14, 16, 18 and 20 inch cut.

Unequalled in 4 Blade Mowers of
Any Price

Ball Bearing High Wheel

MAPLE LEAF

Five Blade Reel

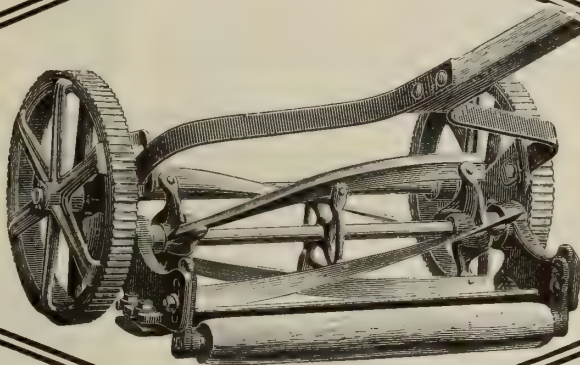
11 in. Wheels—Geared on Both Ends.

Gold and Aluminum Bronzed,
Light Blue Wheels, Red Dots and Stripes

Sizes, 16, 18 and 20 inch cut.

The Very Finest Mower that can
be had at any price

Are
you sending
MAIL ORDERS
to us?



Send for
Circular showing
these Mowers in their
actual colors.

NEW ENGLAND

Ball-Bearing

Four Blade Reel

9 in. Wheels—Geared on Both Ends
Red Enameled and Gold Bronzed,
Aluminum and Black Trimmed.

Sizes, 14, 16, and 18 inch cut.

The Strongest, Lightest Run-
ning and Handsomest Low-
Priced Ball-Bearing Mower
ever offered.

COMMONWEALTH

Plain Bearing
Three Blade Reel

9 in. High Wheels—Geared Both Ends
Blue Enameled and Gold Bronzed, Alumi-
num and Black Trimmed Gilt and Red
Stripes.

Sizes, 14, 16 and 18 inch cut.
The Lightest Running Plain Bearing
Mower on the Market

BALDWIN

Plain Bearing

Three Blade Reel

8 in. Wheels—Geared on Both Ends
Green Enameled and Gold Bronzed,

Aluminum and Black Trimmed

Sizes, 12, 14, and 16 inch cut.

Full Value for the Price. A Good,
Serviceable and Cheap Mower

We want to take the line with you NOW; communicate with us.

We are Very Large Handlers of

Garden Hose, Lawn Sprinklers, Lawn Rollers and all Lawn Supplies

LEWIS BROTHERS, LIMITED

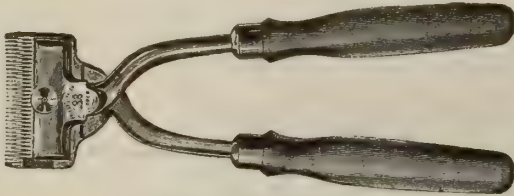
MONTREAL

PRIEST'S HORSE and TOILET CLIPPERS

Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price.

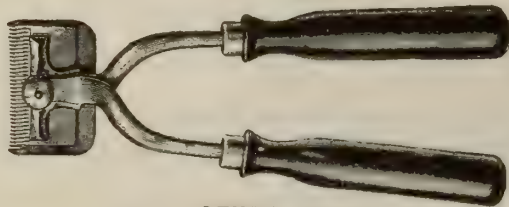
Some styles of hand Horse Clippers are illustrated below. All handles are heavy malleables, with threaded shanks, to keep the wood handles from pulling off. Spring tension on the adjusting nuts insures perfect contact at both ends of the cutting plates. Plates are perfectly ground and designed to cut hair, not break it off by main force.



BALL BEARING
Retailing at about \$2.50.



NEW MARKET PATTERN
Retailing at about \$1.75.



LENEX
Retailing at about \$1.50.

If you are not familiar with these goods, send for samples and compare them with others.



Hunter, Fetlock and Dog Clipper,
retailing at about \$1.50.

A. MacFARLANE & CO., Coristine Bldg., MONTREAL
Canadian Agents for Wiebusch & Hilger, Ltd., New York City

Quick Hot Water at a Big Saving — of Gas —

One minute after the

Stack Gas Water Heater

is lit it gives hot water at the tap

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

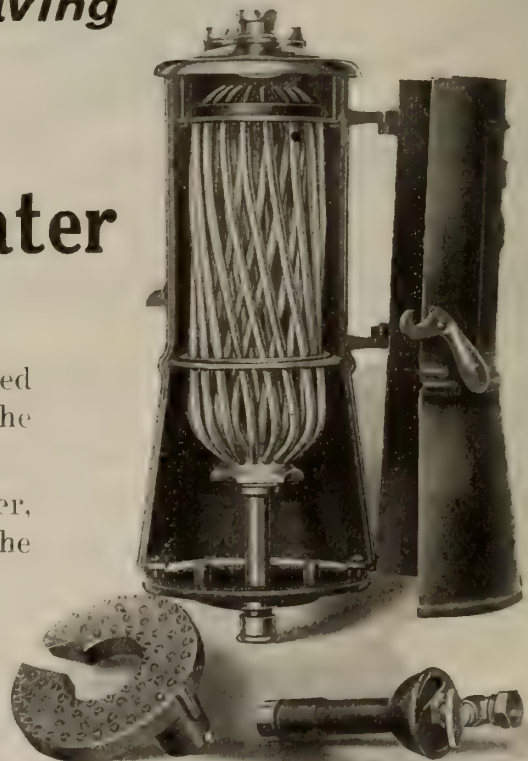
Cost but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

Easily sold.

Big Profit.

James Morrison Brass Mfg. Co.
Limited

93-97 Adelaide Street West, Toronto





Edge incurled downwards with heavy roll.

Self-righting tinned bail. Springs upright and stays upright.

The name "BEACON" embossed on every lantern.

Multiple match scratcher. Not found on any other lantern made, and fully patented.

Patent extinguisher. An exclusive feature used only on the "BEACON." Serviceable, Simple and Safe.

Short, wide globe — short to get away from the heat above the flame—wide to get the hand in for cleaning.

Large tinned steel filler nozzle, double seamed, soldered, and fitted with brass cap.

10 lbs. pressure tests every inch of this seam on every lantern. The bottom itself is corrugated radially. This is a feature of the "BEACON" found nowhere else.

Tinned wire ring, firmly clinched and upright to receive finger.

Ears clinched into tube and flushed with solder. Nothing stronger made.

Tubes double seamed into lantern head and soldered inside.

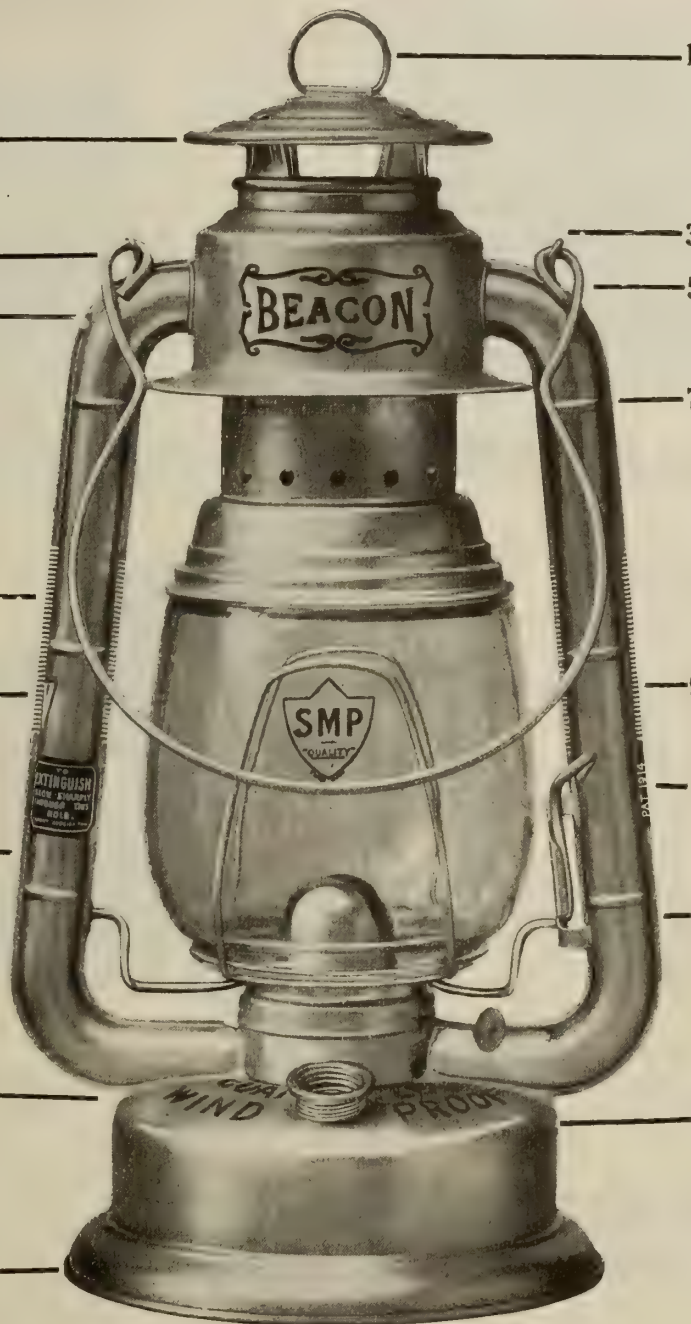
Strengthening ribs on tubes.

Safety globe guard. No other lantern globe is so well protected.

Inside globe lift. Not in the way and always works.

Taper fit tinned steel burner—burner cannot become loose.

Single deck bowl, embossed and with rounded top. The "BEACON" way of attaching the tubes and burner to the bowl is the strongest way by test.



Guaranteed not to flicker nor go out in any wind

SHIPMENTS MADE PROMPTLY

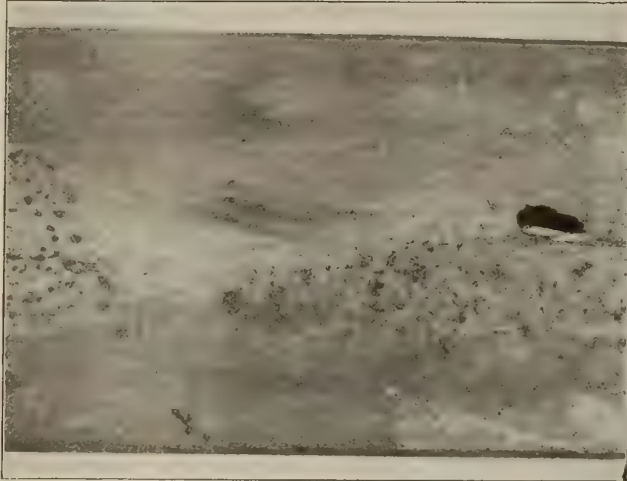
THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL

TORONTO

WINNIPEG





The Fight for Durability

Chapter X.

Scabs and oxides of iron formed on the surface of the bar are especially dangerous, because of the likelihood of their being rolled into the body of the sheet.

If used in the black, rust will quickly form at these points, causing pitting.

If galvanized, they will be removed to a certain extent in the pickling vat and the spelter will have a rough appearance.

They form inviting spots for electrolytic action to begin. As a rule it is extremely difficult to remove all traces of the acid that eats into these indentations.

The sheet having an indentation at such points, which is sometimes filled with dirt and acid, quickly rusts away while the analysis may be good, and the rest of the sheet may be in perfect condition.

ARMCO IRON Resists Rust

The extra precautions used to remove all scabs and oxide of iron before rolling Armco-American Ingot Iron insures against the trouble which arises from flecks of foreign matter in the surface of the metal.

The American Rolling Mill Co.



The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Licensed Manufacturers under Patents granted to The International Metal Products Company.

Armco - American Ingot Iron Black and Galvanized Sheets, Roofing, Pipe, Gutter, Metal Lath and Terne Plate.

Middletown, Ohio

District Sales Offices at Chicago, Pittsburgh, Detroit, Cleveland, New York, St. Louis, and Cincinnati.

Your Opportunity TO MAKE EXTRA PROFITS This Season

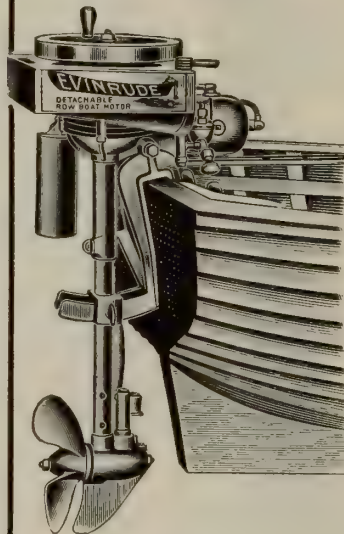
If there is any boating in or near your town you can profit by being the local agent for

Evinrude Motors

We are conducting an extensive advertising campaign in the following Canadian Publications:

Toronto Saturday Night
MacLean's Magazine
Canada Monthly

Canadian Magazine
Rod & Gun
Motor Magazine



In addition to this advertising a large campaign is being carried in the

Saturday Evening Post

and other U. S. Periodicals, circulating generally throughout Canada. This advertising will greatly increase the demand for

THE EVINRUDE MOTOR.

Every inquiry from your territory will be promptly turned over to you. We will mail personal letters and catalogues to prospects whose names you send us, requesting them to call upon **you** — our Local Agent. We will furnish you with "exclusive agents" window display cards. They make sales. It will be easy to sell Evinrude Motors with the help we give you, and you can fill your orders promptly, because these motors are carried in stock by our

Canadian Distributors.

There will be only one Evinrude agent in your town. Will you be that one? If so, write for particulars.

MELCHIOR, ARMSTRONG & DESSAU

Broad & Water Sts.

New York City



Sportsmen don't shoot to save money. They spend money to increase their pleasure and skill. And this best class of trade naturally seeks the stores that stock the QUALITY Line of Arms and Ammunition—

Remington **UMC**

A hundred years' experience—an organization of experts—unsurpassed factory facilities—and manufacturing methods that insure absolute accuracy — make REMINGTON-UMC Arms and Ammunition world standard.

And an extensive advertising campaign in Canada is ready to make money for *you* with the Remington-UMC Line.

Your name and address on a card will bring you details of our far-reaching 1915 Better-Business Plans.

THE REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.

(Contractors to the British Imperial and Colonial Governments)

WINDSOR

JOBBERS
EVERYWHERE

CANADA

BUY MADE-IN-CANADA GOODS

All our Hinges, Butts, Hasps, Staples, etc., are made in Canada by Canadian workmen.

In times like these insist on CANADIAN HARDWARE. Specify C. S. G. Co.'s Barn Door Hangers and Track. All parts used in these Hangers are made in Canada.

Prompt shipments made on all our lines.

Canada Steel Goods Co., Limited, Hamilton, Canada

MAKERS OF THE RELIABLE CRESCENT BRAND BUTTS AND HINGES

"CROWN" SAP BUCKET COVERS

Galvanized

Dimensions 12 x 12 inches



Figs. 365 A shows cover in position.

These covers are made from heavy galvanized iron and will last an indefinite period.

They can be securely hinged to any spout and when closed will protect the sap and keep it in good condition. It is a well-known fact that sap runs best during rain or snow storms, and all sugar makers realize the necessity of covers if they wish to produce and market the best syrup.

"Crown" Covers are made square with a decided pitch from the centre hip and have four raised ridges draining to the sides which effectually throw off rain, snow and other foreign matter. The square pattern cover has been proved by experience to be the best, and the "Crown" Style can be used on all sizes of sap buckets.

Write for Prices.

Made and For Sale by

The Thos. Davidson Mfg. Co., Limited

TORONTO

MONTREAL

WINNIPEG

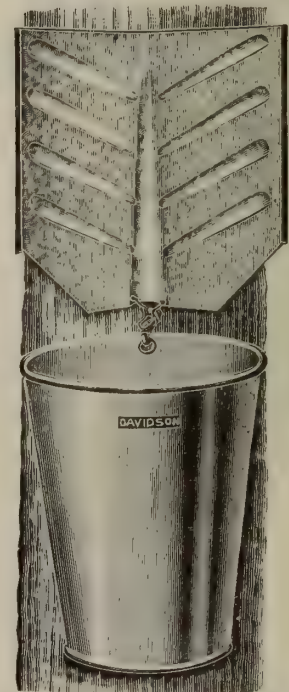


Fig. 365 B shows cover open back against tree.

**THE
STEEL COMPANY OF CANADA**
LIMITED

HAMILTON, CANADA

BRIGHT WIRE
GOODS

CUT NAILS

RIVETS AND
BURRS

CARRIAGE TOP
MATERIAL

SHOT

LEAD PIPE

WING BOOT
CALKS

FORGINGS

WROUGHT PIPE

**IRON and STEEL
BARS**

WOOD SCREWS

WIRE and WIRE NAILS

**"BAY STATE"
TIRE BOLTS**

"TIGER" WHITE LEAD

**HORSESHOES and
HORSESHOE NAILS**

**"Bell" and "MRM"
Brands**

PIG IRON

PUTTY

CORRUGATED
FASTENERS

TACKS

STAPLES

WIRE HOOPS

SPIKES

COTTER PINS

**PROMPT
SHIPMENTS**

SALES OFFICES:

HAMILTON
VICTORIA

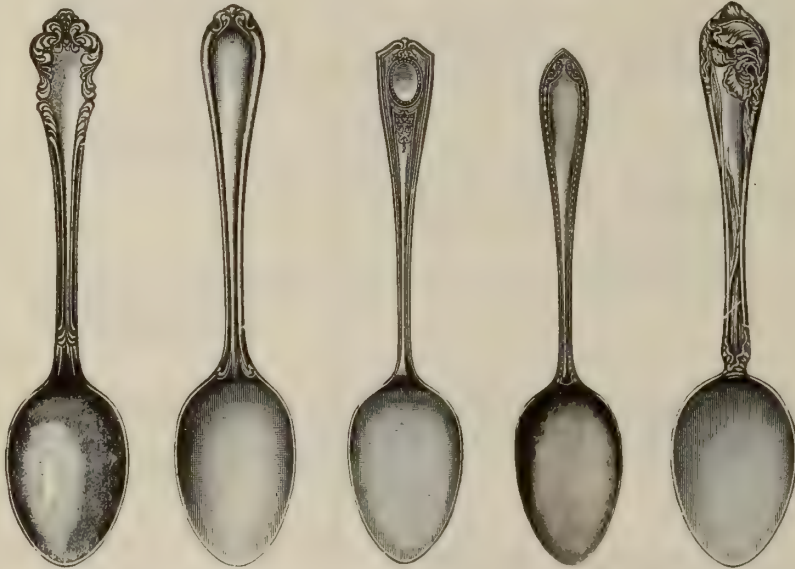
MONTREAL
VANCOUVER

TORONTO
ST. JOHN

WINNIPEG
HALIFAX

For Spring Weddings

COMMUNITY SILVER PLATE
in all the beautiful designs that are
to be had, sells on sight.



Avalon. Classic. Louis XVI. Sheraton. Flower De Luce.

Another good line we have is Wallace's 1835 Plated Ware Extra Sectional Quality



in Joan Pattern like cut.

We have many other useful gifts
such as

CARVERS IN CASES, PEARL HANDLE
KNIVES AND FORKS, MANICURE SETS,
ELECTRIC IRONS, ELECTRIC TOASTERS,
VACUUM CLEANERS, COFFEE PERCO-
LATORS, SALAD SETS, COLD MEAT FORKS,
ETC.



ADVERTISING HAS
CREATED A UNIVERSAL
DEMAND FOR
COMMUNITY SILVER
PLATE THAT NO SUB-
STITUTE CAN WELL
MEET. THIS ADVER-
TISING IS BACKED BY
QUALITY. IT IS THE
GREAT RIVAL OF
STERLING SILVER.

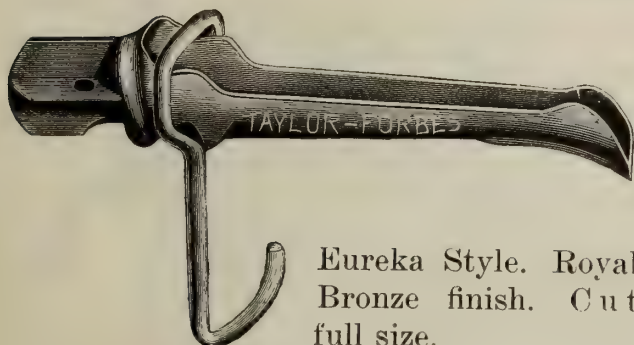
ASK FOR GIFT
LEAFLET.

CAVERHILL, LEARMONT & CO.

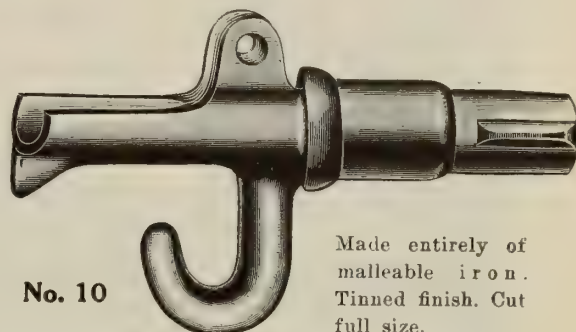
Head Office and Warehouses
MONTREAL

BRANCH
1073 Hamilton St.
VANCOUVER

Sap Spouts

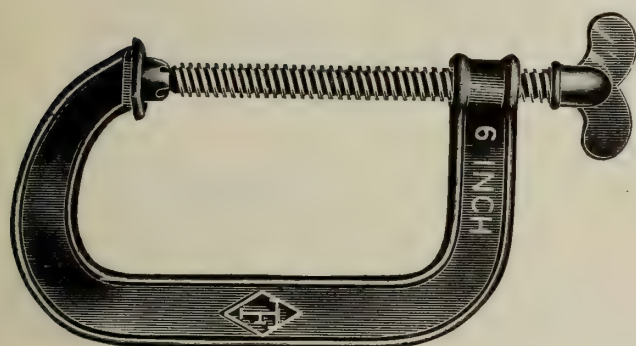


Eureka Style. Royal Bronze finish. Cut full size.



No. 10

Made entirely of malleable iron. Tinned finish. Cut full size.



Boat Builder's Clamps

Malleable or Cast Iron Frame, Steel Screw. Malleable Swivel.

Sizes 6, 8, 9 and 12-inch—japanned, malleable or cast iron.

Tree Pruners

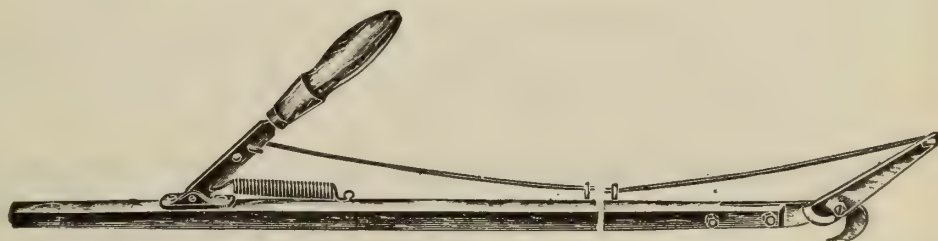
The working, cutting and lasting qualities assure perfect satisfaction.

Sheffield Steel is used and every one is guaranteed.

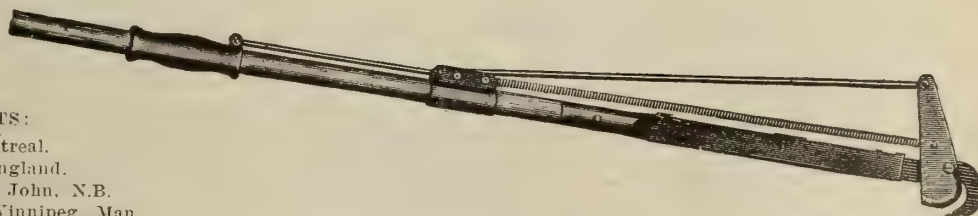
Woodyatt	6 feet
"	8 "
"	10 "
"	12 "
" Telephone Pattern	16 "
Taylor's	8 "
Kansas	7 "



Woodyatt Improved Socket



Taylor's Improved Pattern Pruner



Kansas Patent Pruner

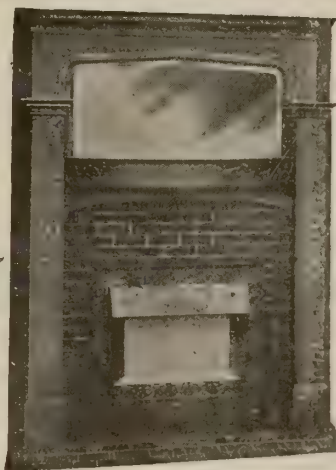
Order from your jobber ;
if he cannot supply
you, write us.

Taylor-Forbes Company, Ltd.

Head Office and Works :
Guelph, Ontario

BRANCHES AND AGENTS:

Taylor-Forbes Co., 246 Craig St. W., Montreal.
Canadian United Mfrs. Agency, London, England.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travelers Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us
It is our Business and we are Specialists
therein. We give you the best there is
in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.



Hohlfeld Hammocks



Possess an individuality in
Colors, Patterns and Construc-
tion that make them leading
sellers everywhere.

Our yarn is made of the very best high-grade cotton,
hard spun, thus containing the most tensile strength
and bringing out the design and colors.

Our extra stringing cords at each end, three in
number, add triple strength where the greatest
strain prevails.

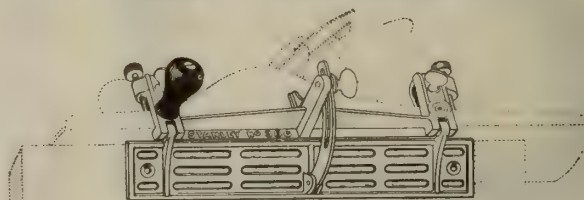
Our patented end casting, to which the cloth is
fastened to spreader, will not permit spreader to
poke through cloth.

IF YOU WILL DROP US A CARD WE'LL GIVE
YOU SOME MORE IMPORTANT FACTS ABOUT
the HOHLFELD LINE.

The Hohlfeld Manufacturing Co.

PHILADELPHIA, PA.

Stanley Tools



No 386

STANLEY JOINTER GAUGE FOR IRON PLANES

A tool that will enable the workman to plane bevels
of any angle between 30 and 90 degrees, or to square
up the edges of boards with extreme accuracy.

The method of attaching same to a Plane is such as
to insure its being absolutely rigid when in use.

All parts except the knob are of metal and the joints
and bearing surfaces are machined.

Show this new Gauge to your wood-working cus-
tomers. You will find them to be greatly interested.
Special circular containing complete description upon
request.

Manufactured by

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

John Wanamaker says that advertising doesn't jerk —
it PULLS. He ought to know, and yet some men think
that advertising should go against all rules and prece-
dents and jerk them to success with one tremendous yank.



Combining Elegance and Utility

The Starrett Vernier Caliper is the recognized standard for fine measurements where a micrometer cannot be used. A machinist cannot measure any more accurately if he keeps the Starrett Vernier Caliper in the velvet case—but he keeps it in better condition and is more pleased with his possession. Moreover a machinist is more likely to buy the tool when it is shown him in the case than when shown alone.

Every hardware salesman should remember that a man whose work requires skill and accuracy is proud of his personal equipment. It is selected and paid for by him. That is why our vernier calipers, or micrometers or bevel protractors in their cases

appeal to the pride of the mechanic. There is no extra charge for these cases with the vernier caliper—the retail prices including cases being as follows: 4" \$13.00, 6" \$15.00, 9" \$18.00, 12" \$20.00, 24" \$25.00.

SEND FOR A SUPPLY OF CATALOGS No. 20-M.A.

The L. S. Starrett Company, Athol, Mass.

WORLD'S GREATEST TOOLMAKERS

42-431

New York

London

Chicago



You Make Firm Friends With the "Famous Five"

**Kearney & Foot
Great Western
American
Arcade
Globe**

(Made in Canada)

You can depend on the "Famous Five" to build up your file trade. They are *Economical* to buy. *Efficient* to use. *Scientific* in design. *Perfect* in manufacture. *Uniform* in quality. *Diversified* in types. *Pushed* by aggressive advertising. *Protected* by "square deal" policies. *Stocked* in huge lots at our plant. *Shipped* immediately on your orders.

With 50 years' experience—5 great plants—60,000,000 output yearly—and 90% of the Canadian trade—we have an interesting proposition for you in the "Famous Five."

Write for *FREE* copy of "File Philosophy" and our Complete General Catalogue.

NICHOLSON FILE COMPANY

PORT HOPE, Jobbers
Everywhere ONTARIO

FLY SCREEN WIRE CLOTH

IN BLACK,
BRONZE & GALVANIZED.

SAFETY FIRST

The Season for Fireplace Fixtures and Spark Guards is now on. Have you a supply of stock sizes?

Inquiries Solicited

Canada Wire & Iron
Goods Co.
Hamilton, Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



Sure Sellers IN Our Plan

To create new methods and
improve on the old.

FRANCO PENLITE

Smallest, handiest flashlight ever produced. Made up exactly like a fountain pen—with a safety clip that grips the coat.

Its newness makes it a big seller and the present demand promises to make it the future flashlight. Equipped with the famous Franco Radio Batteries and Lamps to insure perfect satisfaction.

QUALITY PRODUCTS



Write for illustrated catalogue to your jobber
or direct to

Interstate Electric Novelty Co.
of Canada, Limited

220 King Street West, TORONTO, ONTARIO



OUR 1915 PRICE LIST ON

"MADE
IN
CANADA"



10-foot lengths—No prick marks—Absolutely perfect fitting.

DIE-STAMPED EAVE TROUGH and



"QUALITY
FIRST"

Tight seam—Easy-fitting—Straight and true.

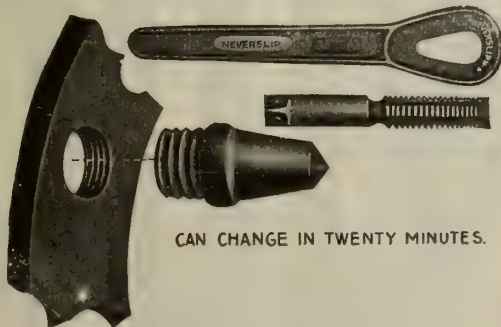
CONDUCTOR PIPE



Is now ready for distribution. Drop us a card. Elbows, Shoes, Ridge, Valley, Nosing, Standing Seam Roofing, etc. Write for your copy of our 1915 Price List to-day. It will help you to get business.

THE METALLIC ROOFING COMPANY, LIMITED

MANUFACTURERS
TORONTO and WINNIPEG



CAN CHANGE IN TWENTY MINUTES.

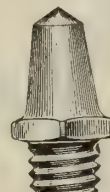
IRON—"B" PATTERN
Sold Drilled or Calked



The best Iron Shoe on the market for general utility purposes. This shoe is made of selected stock, double refined, and is creased to prevent snow from balling in hoof.



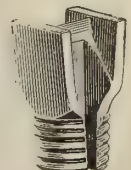
No. 1



No. 4



No. 5



Keystone

Red Tip Calks and Shoes

Superior to the ordinary shoe in many ways.

Calks wear sharp with use, and when worn out can be replaced with new ones in twenty minutes at very little expense as compared with that of ordinary shoeing, and at a big saving of time.

Horse shoers use and recommend them.

Booklet "T" gives full information.

We'll be pleased to send it.



The Neverslip Manufacturing Co.

U.S. Factory: New Brunswick, N.J.

Canadian Factory and Offices:

559 PIUS IX AVENUE

MONTREAL

Geo. Wostenholm & Son's

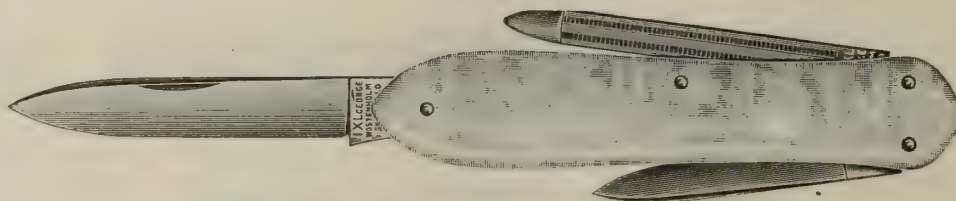
SHEFFIELD,

ENGLAND

Celebrated I·XL Cutlery

Quality pattern finish—unexcelled

I·XL



I·XL

Each blade hand forged, inspected, and thoroughly tested, by master workmen before leaving the factory.

Can now be had in full range of former German patterns.

Stocked by all leading jobbers.

A. Macfarlane & Co.,
Montreal

Canadian Representatives

**“From
Ore to Fin-
ished Product”**

WIRE NAILS
All Standard and Special Gauges

NAIL WIRE, RIVET WIRE
Straightened and Cut to Length

Wire Rods Steel Bars
Prompt Shipment

**Dominion Iron & Steel
Company, Ltd.**

Sydney, N.S. Montreal, Que. Toronto, Ont.

**SIX
DEALER
HELPS
FREE,**



**Steel Fishing Rods
FREE, FREE, FREE**

A "Bristol" 1915 Art Calendar—FREE—16 x 20, in full colors, painting by Philip R. Goodwin.

Metal Store Sign—FREE. Hanger loop, gray enamel, gold, red and black, size 7 x 16 inches.

Art Window Cut-Out FREE—3 panels, in full colors, centre panel same as calendar, beautiful display for store or window. Size 27 x 34 inches.

NEWSPAPER ELECTROS—FREE. Send for proof sheet showing 31 different newspaper cuts we give free. Get it to-day.

CATALOGUE—FREE. Describes and illustrates 31 different "BRISTOL" Steel Fishing Rods. In order to know the complete line you should have this catalogue.

4-page CIRCULARS—FREE. Tell us how many you want—50, 75, 100, 200 or more, and we will send them to you without cost. They are beautifully illustrated on 4 pages, and describe 11 different rods in a way which will make every fisherman feel the need of more rods.

THE HORTON MFG. CO.

302 Horton St., Bristol, Conn.

Horton Mfg. Co.,
302 Horton St., Bristol, Ct.
Please send us at once the following Dealer Helps.

- () 1915 art calendar FREE.
- () Metal store sign FREE.
- () Art window cut-out FREE.
- () Newspaper proof sheet FREE.
- () Catalogue FREE.
- () 4-page circulars FREE.

Name

Street

City State



**No Noise
But the
Swish of
the Blades**

Runs easy. Fascinates the purchaser and converts him into a sub-agent.

Whoever starts to sell Townsend Mowers, continues to do so.

For sale by all Canadian Jobbers.

ASK FOR CATALOG

**S. P. Townsend
& Company**

ORANGE . N. J.



High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



Boost Goods made in Canada
Keep Canadian Labor employed
You can help by insisting on
having

Still's Handles

in your next handle order. You will
find them superior in quality and finish.

WRITE FOR PRICES

J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO, CANADA

Do any of your Customers
use Gas, Gasoline, Steam
Engine, Electric or Wind-
mill power? If they do don't
overlook the sale of this
machine.

The Playtime

is a great hand
washer and re-
quires no extra
fittings to convert
it into a power
machine. The
gearing is all beneath
the tub and no shifting
of a belt is necessary to
open or close the cover.

**Makes a big hit with
the farmers.**



Cummer-Dowswell Limited
HAMILTON, ONT.
MAKERS

BUFFALO



AUTOMOBILE Oils and Lubricants

Have been tested
Have been tried
and have satisfied.

Thousands of the most discriminating buyers in
Western Canada.

Not made for any particular car but gives entire
satisfaction on ALL.

Is a trade winner, and is THE ONLY OIL NOT
SOLD DIRECT TO THE CONSUMER.

Be prepared for the opening of the Automobile
season by placing your order NOW with

Prairie City Oil Co., Limited
WINNIPEG, MAN.

H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 $\frac{M}{M}$)



A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue
Worcester, Massachusetts, U.S.A.

The ever-increasing output at home and abroad is the best proof of the popularity and efficiency of

THE DAISY VACUUM CLEANER

Made of the highest grade materials by expert work-people in a healthy factory: ALL being

**ENTIRELY
BRITISH**

therefore meriting the confidence of Retailer and public alike.

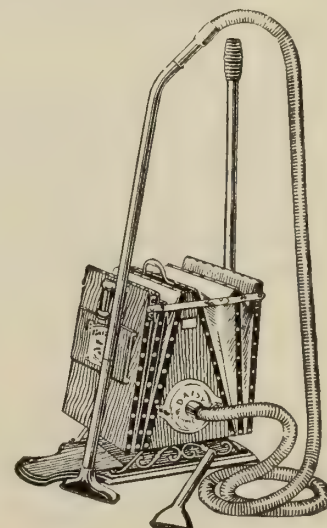
Throughout the World the quality of workmanship and the excellence of design have been proved to fulfil the requirements of extreme climates to better purpose than any other cleaner. The materials from which the Daisy Vacuum Cleaner is made are carefully selected and practically imperishable under any climatic conditions.

Write at once for Trade Terms and Illustrated Booklet "77"

**The Daisy Vacuum Cleaner
Company, Limited**

LEAMINGTON ROAD, GRAVELLY HILL,
BIRMINGHAM.

Telegrams: "ILEKLEAN BIRMINGHAM."
Telephones: 405 and 406 EAST.
A B C Code, 5th Edition.
Contractors to the British Government.



"BABY" DAISY, £4 4s.

We specially recommend this Model for general Household use.

Handsomely made in solid Oak, with nickel-plated fittings, has quadruple bellows, and is collapsible.

Larger sizes 63/-, 84/-,
and 105/-.

"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following **SPECIAL PRICES**—
Sample order solicited:

Fine Polished Colored Handles

No. 1 Canada, 5 String - - \$4.50
No. 2 Canada, 4 String - - \$4.00
No. 3 Canada, 4 String - - \$3.75

6 Dozen lots and up delivered—Ontario

WALTER WOODS & CO.
Hamilton

Brooms and Whisks

You want a first-class line of Brooms for **Spring Trade** and the **Key-stone Brand** is what you should have to give your stock the proper tone. You will find it difficult to secure three lines which will measure up to the "Jubilee," "Klondike" and "Nugget."

We specialize in whisks, and with over sixty lines to choose from we should be able to satisfy the most fastidious tastes.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.



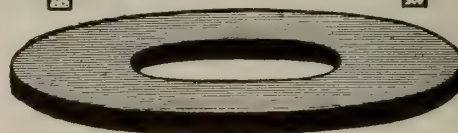
*All in the big catalogue. Ask for it—
for dealer prices—for dealer terms.*

The
R. McDougall Co., Limited
GALT, CANADA

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND
AND
SQUARE

PLAIN
OR
GALVAN-
IZED



Annealed Rivet Burrs; Felloe
Plates. Sheared and Punched
Plates.

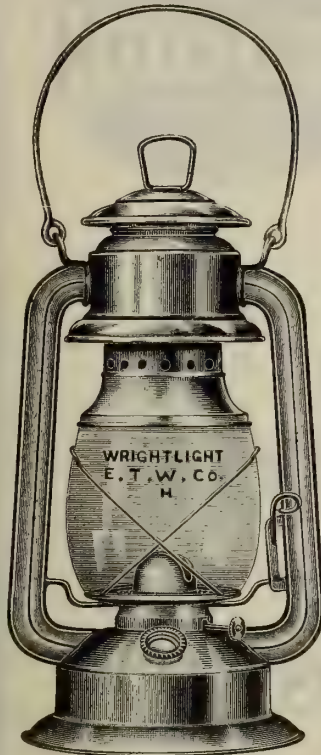
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

BEWARE OF INFRINGEMENTS

As We Propose to Prosecute all Infringements on the Patent of Our
WRIGHTLIGHT LANTERNS



Patented

The **ONLY** Cold Blast Pattern that is **ORIGINAL** and **GENUINE**. With **PATENTED UNDETACHABLE EARS**, swedged around the tubes, and "mushed" firmly in between the junction of tubes and body—a **tenacious, solderless grip**, that cannot be torn loose.

We are the original inventors and patentees of this feature, which is found on **WRIGHTLIGHT** Lanterns **only**. Patented in Canada and the United States.

That the value of this invention is understood by the makers of other Lanterns, is clearly evinced by the numerous **attempted imitations** that are constantly appearing.

BEWARE of these imitations—**BEWARE** of infringements of our Patent—**STICK** to the **genuine WRIGHTLIGHT**.

The other merits of the **WRIGHTLIGHT**, exclusive of the Patent-ed Undetachable Ear feature, recommend it to all in search of a brilliant, powerful, long-time light-giving Lantern.

RING—Heavy wire, with the clip inserted in slot and spread underneath, and soldered. Can't come off.

TUBES—Two-piece, pressed, swedged and ribbed **longitudinally**. Perfectly smooth interior surface for air passage. Uninterrupted air circulation is a paramount feature to insure a steady burning flame. There are no holes in our tubes to put the Lantern out—accidentally.

BAIL—Self-erecting, attached to Undetachable Ears.

LIFT—Inside, works easily and with precision.

WELL—Dome shape, drawn in one piece, perfectly leak-proof.

BOTTOM—Concave—bulged upwards—cannot touch the ground.

GLOBE WIRES—Clasp globe firmly, and won't let it fall out.

BURNER—Steel, locked on. Can't come off until twisted sideways.

GLOBE—Long or short, to suit the individual tastes of all customers.

STOCK—I. X. Charcoal throughout, with bright, heavy, pure tin coating.

E. T. WRIGHT CO., LIMITED, Hamilton, Canada

When in need of **RUBY GLOBES**—write us



Patented

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.



28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



Wherever Possible Patronize Home Industries

BUY RUBBER GOODS

(Lawn Hose, Tires, Mats and Matting,
Plumbers' Supplies, Jar Rings, Hockey Pucks, etc.)

MADE IN CANADA

Our line-up is complete. Our quality is unexcelled, and our prices are right. Let us show you what we can do.

It is our desire to serve you.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout
Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, MARCH 13, 1915.

No. 11

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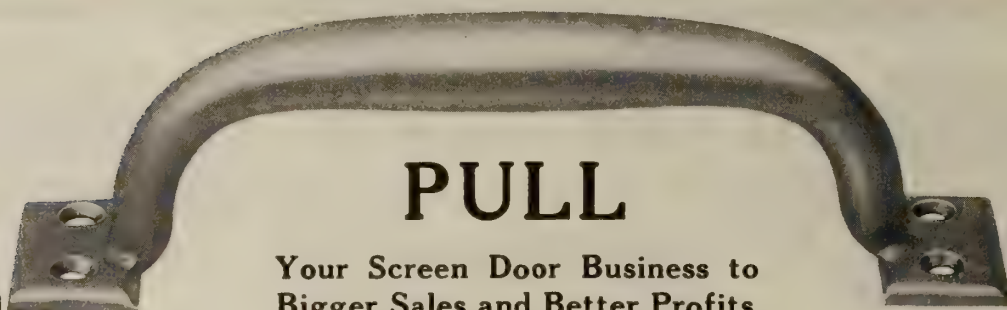
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PULL

**Your Screen Door Business to
Bigger Sales and Better Profits**

Your trade will gladly pay more for screen doors fitted with good-looking, substantial wrought pulls in place of the flimsy kind. And you will boost your spring and summer screen door business and your sales of this kind of hardware if you have in stock and are displaying the

PEXTO Utility Pull

For Doors, Sash, and Cabinets

Handsome in design, full-sized for a comfortable grasp, strong and well-made, this new Pexto Pull has been a big seller from the start. Can be furnished in wrought steel, bronze, or brass, in any of the ten finishes most popular with the trade. Packed one dozen in a box with screws. Two gross boxes in a case, weight 55 lbs.

Get your order in quick for immediate business.



The Peck, Stow & Wilcox Company
MFRS. Mechanics' Hand Tools, Tinsmiths' & Sheet Metal
Workers' Tools & Machines, Builders' & General Hardware
Southington, Conn.



Cleveland, Ohio

The Substitutes for



"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEEN'S HEAD" WEAR

or

"QUEEN'S HEAD" SATISFACTION

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Managers Canadian Branch

Charcoal Tinplates



High-Grade Quality

Extra Heavily Tinned

Insist on "DOMINION CROWN"

A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE AND METAL

Vol. XXVII.

MARCH 13, 1915

No. 11

Courtesy in Correspondence

*The Value From a Business Standpoint of Answering Letters Promptly and Well—
Business Men as a Rule Have Not Striven Hard Enough to Achieve Correspondence Efficiency.*

DURING the past year matters pertaining to credit have loomed large in the business world. As a result of the uncertain conditions, which undoubtedly have prevailed, credit lines have been narrowed and the elasticity which was once a rather marked feature of credits, has disappeared more or less. This, of course, is inevitable when money becomes tight.

"We have had to be strict recently," said the credit man of a certain large wholesale house. "In order to keep our own finances shipshape it has been necessary to press for payments more persistently than before. This, of course, has led to difficulties and even to unpleasantness in a few cases. The unpleasantness has been due very largely, however, to certain habits that retail merchants have developed."

He went on to recite certain instances. In one case a well-known hardware firm—firmly established for forty years and known to be solid although perhaps temporarily a little short—owed a rather substantial amount to the wholesale house in question. Efforts were made to collect the money in the usual way but without results; in fact, no replies even were received. Finally the credit man wrote a rather sharp letter; and was given the same treatment—continued silence. He wrote again, and again. In all eight letters were addressed to this retailer and not a scratch of the pen was received in reply. Finally, a man was sent to call on the merchant to get the matter fixed up and he had no difficulty in completing arrangements satisfactory both to the merchant and the house. The merchant's explanation of his continued neglect of the matter was that he was quite sound and could be expected to pay in time as the wholesale house well knew. Under such circumstances, why bother writing letters?

Courtesy in correspondence—and by courtesy is included promptness for it is

the worst kind of discourtesy not to answer a letter promptly—is something that all business men should cultivate. It is surprising how absolutely lacking in courtesy a large proportion of business men are. And this statement is not intended to apply only to retail merchants by any means, for the same fault can be traced to all branches of trade and commerce and certainly is not more noticeable among retail merchants than among wholesalers and manufacturers, having due regard for the fact that the wholesaler and manufacturer have better facilities for attending to correspondence and are, therefore, more to blame when lapses do occur.

Countless cases could be quoted to show the almost inevitable trouble which follows on any discourtesy in correspondence, intentional or entirely inadvertent as the case may be. A man had been a subscriber to a certain magazine from the time it had been started. He felt that the magazine was an old friend of his and that, in view of the long and continued attention he had given to it, he should be regarded as a friend of standing by the publishers. When his subscription ran out one year he forgot to send in the wherewithal for the renewal and in time got a notice to pay up. This he again neglected and, after the lapse of a certain length of time, a second letter came along demanding payment in rather peremptory style. The truth of the matter was that the letter had been sent out by a member of the office staff, who had no knowledge of this particular subscriber and regarded the account as similar to any other item on the book. The subscriber, however, took it as a personal affront. It took several letters from the heads of the firm to smooth over the mistake of the junior who wrote that discourteous epistle.

A retailer who had been buying a lot of goods from a certain wholesale house,

made a request that a certain rule of the house be waived in his favor. He did not expect with any degree of certainty that his request would be complied with; and he had no intention of persisting in his request if the reply were in the negative. In refusing to depart from the set rule covering the point, an official of the wholesale house, made use of the extremely unfortunate phrase that they "would not think of it for a minute." It made the merchant's request seem unreasonable, childish even. He resented it deeply. The phrase stuck in his crop. One day shortly after a traveler for this house came in on his regular call. He was very brusquely refused a hearing. "I wouldn't think of dealing with your firm for a minute," said the merchant emphatically!

Unreasonable, you say? Yes, perhaps it was; but this instance is not unusual. The smallest mistakes, an unfortunate phrase, a slip of the tongue, may alienate a good customer or lead to heavy losses.

Letters are the most common means of contact between men engaged in business. More business is transacted by mail than by personal contact. It is, indeed strange in view of this self-evident fact that so many business men give little thought to rendering themselves efficient for carrying on business by mail.

Men have been doing business with other men, perhaps for years, without any means of mutual acquaintance other than through the medium of the letters exchanged. The sales manager of a wholesale hardware house has a customer that he may never have seen though countless letters have been exchanged between them. He judges his customer by what the latter writes—and what he doesn't write. The merchant, on the other hand, judges the sales manager and to a great extent also the house itself by the "letter efficiency" of the

(Continued on page 28.)

When Business Can Be Secured

A Review of Conditions in the Farming Communities — Farmers Have Money to Spend and Some Merchants are Getting a Good Share of It.

THERE are evidences on all hands that the business situation in Canada is showing an improvement. The improvement may not be as marked as many had expected; certainly it is not as large as everyone would have liked to have seen. There is, however, an unmistakable improvement which can be regarded as the precursor of better things in the near future.

Undoubtedly one of the main factors in the situation has been the basically healthy condition of business in the rural communities. As has been pointed out frequently in *Hardware and Metal*, the farmers of Canada are, and have been for some time, in a sound and reasonably prosperous position. Crops have been good this last few years and prices have been high. Added to this has been the conserving effect of the economical wave which swept over Canada eighteen months ago and which has been persevered in ever since. It is probably not exaggerating the fact to state that at the present time the farmers of Canada have more money at their disposal than for a long time in the past. All that is needed, therefore, to bring conditions in Canada back to normal by fall is a good crop this summer. It is much too early, of course, to hazard any predictions on this score, but, with the determined efforts which are being made to increase the production of the farm and to enlarge the acreage under cultivation in the West, there is every reason to hope for a bumper crop.

As convincing evidence of the sound conditions in the rural communities a number of clippings are reproduced on the opposite page. These have been secured from newspapers in all parts of the country, and have been selected at random from an almost countless number of items of a similar nature. The information contained in these clippings points the moral of the statement frequently brought forward in *Hardware and Metal* that the retailer must look to an increased trade with the farmer as the means of improving his position in the immediate future.

And some of them are doing this:

A \$2,000 Increase.

In Hagersville there is a certain hardware dealer who in 1914 showed a \$2,000 increase over 1913, and 1913 was \$1,800 ahead of 1912—another bit of evidence that the farmers have the money, and that not all of them at any rate are sitting tight upon it. This hardware dealer is no pessimist. He is just a plain, hard-working business man, who is going after the business and getting it. If you were to stand beside his counter and watch him attend to a customer, you would find that personal salesmanship is a big factor in the increase in this man's business. He is out to make 1915 a record year, and because his trade comes from a farming community he intends to realize that increase. Don't you think he will get it?

In Caledonia, a town not far from Hagersville, is a dry goods merchant, whose business in 1914 showed an increase of 10 per cent. over that of 1913. This man endeavors to keep up with the times. About once a month he takes a trip to Toronto to look over stocks of goods on lines that interest him. He buys in smaller quantities than usual, but he buys oftener. He maintains that a good percentage of that 10 per cent. increase is due to the fact that he has been purchasing in small quantities and making turnovers more quickly.

There is another grocer in Hagersville

who last year did a \$30,000 business. He is carrying a stock of approximately \$3,000, and, therefore, is turning it over at the rate of ten times within the year. "We are buying," he said, "just as many goods as ever, although not in such large quantities. We are going into the market oftener. The business of 1914 showed an advance of 10 per cent. over that of 1913, and January of this year is equal to last, even if we did not realize an increase." "With me," remarked another merchant, "collections are just a little more difficult to get, for I find that farmers here have a tendency to hold their grain in anticipation of higher prices, and a few others are just a little slow in paying their bills."

"Our business," declared a hardware dealer in Caledonia, "showed a small increase in 1914 over that of 1913. It was small, but it was an increase, so we have nothing to complain of. The present situation suggested to us that it is a splendid time to reduce our stock, and when we have it in the proper condition we shall in future buy not quite so much, but more frequently."

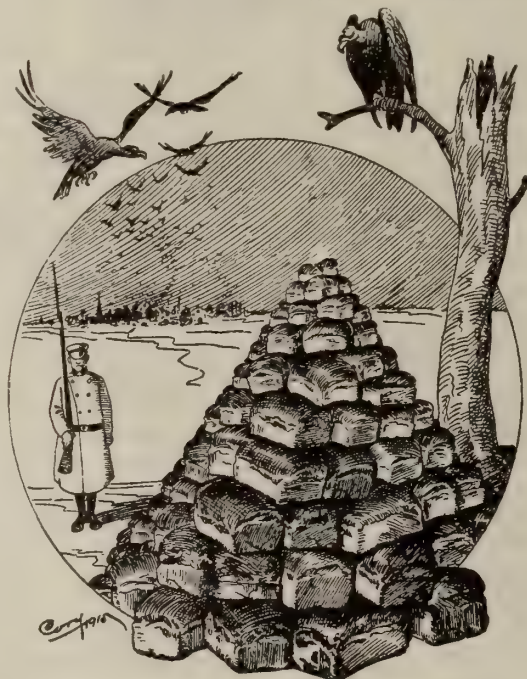
More Business—More Cash.

A Mount Hope general merchant told the writer that 1914 was absolutely and unqualifiedly the best year he ever had. "I took in more money," he added, "made more cash sales than I ever did before. January of this year showed no let-up in the increase of business, and since the war broke out I have been able to make substantial increases every month."

"A great many people," a Haldimand County banker said, "have the idea that the farmers are selling their grain, stock, etc., at greatly increased prices, and depositing the money to their savings account in the bank. Let me say this, that so far as we are concerned this is not the case. It looks to me as if the farmers are buying better than ever, because they are getting more money for their products."

Still another Hagersville merchant declares that his January business of 1914 showed a splendid increase over that of 1913, and that January of this year is equal to last. This firm is buying just as many goods now as ever, although in smaller quantities and more frequently. The only difference from normal times is that they are getting after the business more strenuously.

(Continued on page 28.)



The real ammunition of war.
—From the Chicago Herald.

A BUMPER CROP WILL MEAN GREAT PROSPERITY IN WES

**C.P.R. ANTICIPATE IMMENSE
CROP AREA THIS
YEAR**

WINNIPEG, Feb. 21.—The C. P. R. authorities are prophesying a bumper crop this year in Saskatchewan and Alberta, with general prosperity resulting. More land is under cultivation, they say than ever before in the history of the Dominion. The price is high and demand exceptional and the authorities say they have every reason to believe Canada will make a record for crop production. From C. P. R. headquarters at Montreal comes the statement that in Saskatchewan experts have estimated 8,250,000 acres of land now plowed and ready for the past the winter, a considerable increase over the last year.

OUTLOOK FOR BIG CROP.

Moose Jaw, Sask., Feb. 23.—Thomas Sales, of Langham, Sask., of the central office of the Saskatchewan Grain Growers' Association, is convinced that never before at this time of the year have conditions in Saskatchewan been so favorable for a big crop as they are to-day.

PRAIRIE FARMERS TO AID THE FUND

**Grain Growers Will Set Aside
Acreage For Patriotic Fund
Support This Year**

REGINA, Sask., Feb. 13.—Passing a resolution which J. B. Musselman, secretary of the provincial grain growers declared would be the biggest patriotic movement of the kind ever attempted in Canada.

SASKATCHEWAN ACREAGE READY FOR CROP IN 1915 IS OVER EIGHT MILLION

REGINA, Sask., Feb. 5.—Eight and a quarter million acres are ready for seeding in the province of Saskatchewan, and of this it is estimated that sixty per cent will be seeded down in wheat, twenty-nine per cent under oats, eight per cent under barley, and three per cent under flax. These figures are set forth in a timely bulletin issued by the department of agriculture.

Saskatchewan Crop Acreage Will Be Large

The Provincial Government of Saskatchewan estimates that 8,250,000 acres of land are ready for seeding in that province, of which 60 per cent. will be devoted to wheat, 29 per cent. to oats, eight per cent. to barley, and three per cent. to flax. It is estimated that 70 per cent. of last year's total crop area is now ready for seed, which is the largest percentage ever attained in Saskatchewan.

LOCAL GOVERNMENT TO SUPPLY SEED GRAIN TO FARMERS

**Provincial Authorities to Intro-
duce Bill at Coming Session
of Legislature**

MUNICIPALITIES TO MAKE DISTRIBUTION

**Money Will Be Advanced By
Government to Ensure Success
of Scheme**

ed grain for any farmer in Manitoba who requires it is the object of a bill to be submitted by the government at the next sitting of the legislature. Following the announcement made by the premier, Sir Rodmond Roblin, regarding the bill provides for the using of the machinery. The government will make

DAIRY INDUSTRY IS BOOMING AT CRINAN

**Farmers of the District Get-
ting Better Prices
Than Ever.**

[Special to The Advertiser.]

CRINAN, Feb. 7.—The patrons of the Crinan Cheese Factory are

EARLY SPRING PROMISED.

Everything points to break-up soon in the Fruit Belt.

LEAMINGTON, Feb. 12.—It looks like an early break-up in the fruit belt this spring; in fact, to date it is the mildest February in a good many years. The orchards have apparently wintered well and the usual talk of winter-killed fruit trees is totally lacking. Crows and robins, too, are reported throughout the fruit belt, and the workers under glass are getting busy.

IMPLEMENT MEN ANTICIPATE VERY FAIR BUSINESS

**Farmers Buying Cautiously
But Trade is on Better
Basis — More Cash and
Shorter Credit**

DRILL BUSINESS EXPECTED TO BE GOOD

**Tractor Men State Outlook
is Better Than a Year
Ago—Confidence in Coun-
try Undiminished**

Although it is somewhat early in the season, the prospects of a big crop this year and the fact that a much larger area of land is being put under cultivation is apparently having its effect in encouraging the implement firms.

Information given to "The Phoenix" yesterday by a number of agents gave this impression. Boiled down to a sentence or two, the pith of their remarks may be stated as follows:

Hugh Aird, manager of the Massey-Harris Co.: "Our trade this spring will about balance last year's trade, and if all the soil that is prepared is

THE REVIEW, PORTAGE LA PRAIRIE

\$1000 VOTED BY FARMERS' MUTUAL TO BELGIAN FUND

**Annual Meeting and Election
of Officers Held
Thursday**

The Farmers' Mutual Insurance Co. opened up the present year on a very good basis, and is expected to be successful.

There is a great deal of interest in the Kent County counting on bumper wheat crop. The crop in good condition is largest in many years. The Advertiser is following the results.

Publicity the Mainspring of Whitby Store

Advertising Considered Helpful—A Voting Contest for Piano Brought Big Business—Taking Advantage of Manufacturers Help in Selling Paints—How One Thousand Dollars Worth of Business Was Done in One Day.

"PUBLICITY" is, in one word, the motto which W. M. Pringle of Whitby has always set before him in his business dealings. The appearance of his store itself typifies that, for the front is one big roomy show window with excellent facilities for making an attractive display. The day the representative of Hardware and Metal called, a really attractive display of wash-day needs was made, washing machines, tubs, clotheshorses, wringers, etc., even to a children's play-set being excellently arranged. This led to the conclusion that Mr. Pringle was an advertiser and a few minutes conversation with him confirmed this belief.

"Yes, I am a firm believer in advertising of many kinds and use and have used various schemes from time to time," he said.

"A voting contest that I held a year ago was the most effective means of securing business that I ever employed, however. The prize was a piano and I had several good contestants, mostly farmers, and this brought trade from the field that we are always trying to interest in our stores in a town like this."

This contest enabled Mr. Pringle to clear out many lines which were selling slowly, to clear up old accounts and in similar ways was used to advantage in improving business. For instance, a line of graniteware was placed in the window at the usual price but with a large number of votes in the piano contest given with a purchase of each piece. This and other lines were cleared out quickly.

Cleaning Up Old Accounts.

Special inducements were given to close up old accounts, a big number of votes being given with the settling of each outstanding account.

When it is considered that close to a thousand dollars was taken in on the last day of the contest its value as a business bringer cannot be overlooked.

Newspaper advertising is used to a considerable extent by Mr. Pringle, the local weekly papers being used consistently. The publication of a number of leaders at attractive prices has been found to draw considerable trade from the farming community. Advertisements in the form of small reading notices in the local columns have been found to be effective and are used more frequently than display spaces.

Uses Advertising Helps to Manufacturers.

Advantage has been taken by Mr. Pringle of the helps supplied by various manufacturers from time to time. For instance, this spring he is planning for a big paint trade and to that end will run in the local paper advertisements prepared by the paint manufacturers.

Circulars will be sent out timed to arrive just when the housewife is beginning the spring housecleaning and these will set forth the beauties of cleanliness and the economy of fresh paint. By these means a considerable interest will be aroused in brightening up the home and the Pringle store will not be behind in its share of the business.

A new store is contemplated in the near future and while the present one is extremely neat and compact, larger quarters are desired by Mr. Pringle. In the new building special attention will be paid the store front as this is one of the most valuable ways of attracting attention and securing business in the estimation of Mr. Pringle.



COURTESY IN CORRESPONDENCE.

(Continued from page 25.)

sales manager. What possibilities there are for mutual misunderstandings, for bickerings, for losses of business, through carelessness or inefficiency in correspondence! And on the other hand what opportunities there are for creating friends, for widening the scope of business by the careful study of efficiency in correspondence.

The object of the writer in the first instance was to urge the advisability of answering letters promptly; but the subject is such a wide and important one that the pen unconsciously strays on to some of the other phases. Lack of promptitude in answering is but one phase of correspondence efficiency. To cover the whole subject a whole volume at least would be required.

The Position of the Retailer.

Before leaving so fruitful a theme it would be advisable to devote some consideration to the subject as it applies to the retail hardwareman alone. His position is a difficult one with regard to the question of correspondence; speaking, that is, of the average hardwareman, not of the dealer with a large store and a

large office staff. The average hardwareman is extremely busy, in the first place. He oversees everything, does most of the buying, takes a turn in the store, writes the ads., and supervises the books. He may or may not have a bookkeeper capable of looking after correspondence, with the chances favoring the negative. He possibly does not own a typewriter.

It follows that correspondence becomes more or less of a bugaboo. When a busy man is confronted with the problem of squeezing time into his day for answering letters, perhaps even writing them all out himself, it is not to be wondered at that he falls into the habit of "slacking," or leaving off until tomorrow what he doesn't feel like answering to-day.

Recognizing the difficulties to the full, it must still be asserted that the retail hardwareman who permits any slackness whatever to creep into his methods of handling correspondence is upon very dangerous ground and is to be severely blamed. Realizing the importance of this part of the business, he should make arrangements that would permit him to handle his mail with credit and profit to himself.

For there is profit in the efficient handling of correspondence. The man who answers letters promptly and well can settle promptly matters of business which drag interminably with others, can realize the advantages of having well wishers at the other end, can command services that are barred to the man who does not answer promptly or gives unsatisfactory replies.

Courtesy in correspondence is a big item in a merchant's assets. Lack of it is numbered among his most damaging liabilities.



WHEN BUSINESS CAN BE SECURED.

(Continued from page 26.)

From these interviews with live merchants, who depend largely on the trade of the farmers of their respective communities, it is shown that a great deal of the "hard-times" talk rampant throughout the country is founded on very flimsy facts. It stands to reason that the farmers have the money this year in view of the high prices on practically all farm products, and wherever the merchants are going after the business enthusiastically and energetically they have been getting it. The moral in these interviews is plain—let the retailer realize that there are bright prospects for better business among the farmers; let him conduct a strong publicity campaign through the local papers. By showing new and high standard goods and by exercising diplomatic personal selling conversations, he is bound to get the business.

A section of the border line
between Canada and the
United States.



A splendid view of the Canadian Rockies
in the route followed by tourists.



Another view of the Rockies—a beauty
spot in the chain of national parks.

Bring Tourist Gold to Canada

THE importance of the question involved in the diversion of American tourist trade to Canada this year is being fully recognized throughout the country. At intervals since the first of the year newspapers in various parts of the country have referred to the subject, urging action along the lines of the article which appeared in *Hardware and Metal*. Since this article appeared more newspapers have taken the subject up and it seems probable that the agitation for action will become general.

Correspondence with the railway companies brings out the fact that the publicity campaigns of Canadian roads have already been planned out. The railroads are spending large amounts on publicity with a view to attracting tourist trade, but their efforts in this respect will not be increased this year. If any extra effort is to be made, therefore, it will devolve upon the Governments of the Dominion and the various Provinces. This is perhaps the logical procedure for a campaign which has for its object the general benefit of the country. It is interesting to note that in Switzerland all publicity matter relating to the pleasure resorts in the Alps is handled by the Swiss Government. It is equally significant that the results from the Swiss campaign have been enormous. Switzerland has been getting year after year a huge share of the money which American tourists spent in Europe.

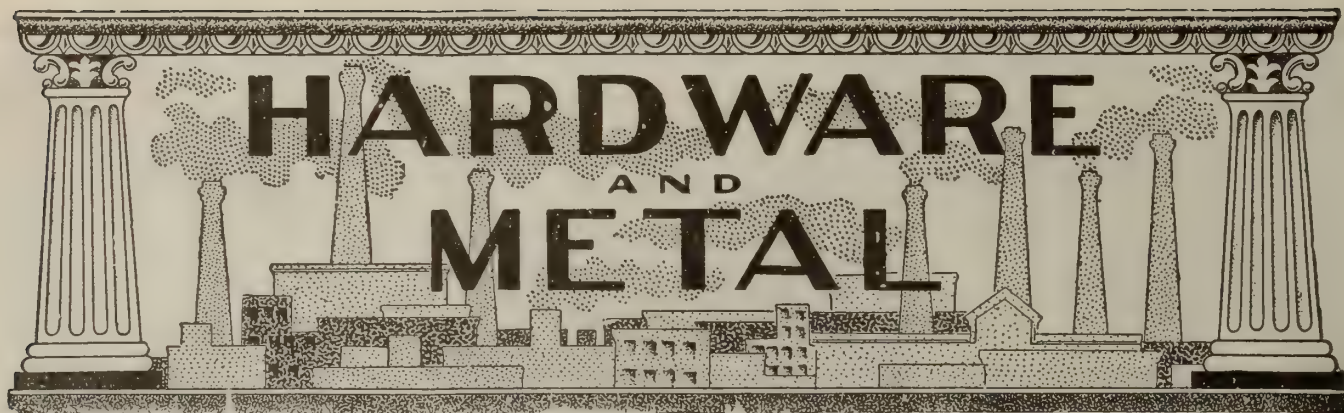
Undoubtedly the course to be pursued, provided that the Government decided to take some action, would be to advertise the advantages of Canada in a few of the leading American periodicals. Those who have studied the question believe that a strong advertisement printed in a few of the leading periodicals, would produce immediate and striking results. The Canadian Government could secure tangible results by a simple campaign involving little trouble and comparatively small expense. This, at least, is the view shared by advertising men who have studied publicity prob-

lems from every angle. \$20,000 well invested might be expected to bring back many hundred thousand in additional tourist traffic.

And the salient point is that this money would be distributed impartially throughout the country. The railway companies and steamship lines would get a large share, the hotels would also reap their toll, but the stores and, therefore the factories, would benefit also. The important point is that tourist money would be brought into this country and set in circulation; and the country undoubtedly would benefit as a whole.

Hardware and Metal is convinced that the retailers throughout the country generally would benefit if a campaign along the lines indicated were followed out. Undoubtedly it would result in bringing more people to Canada—free-spending people with plenty of money to spend. Much of the money thus spent would pass direct to the retail merchants. The rest of it would filter through the usual trade channels and would ultimately pass through retail stores.

That Canada has a legitimate case goes without saying. We have here the natural beauties, the scenic wonders, the historic landmarks, in fact everything that is required to draw the tourist from afar. All that is needed is to bring this fact forcibly home to the people across the border who this year are facing the problem of finding new fields. Shut out from Europe they will have to be content with what the North American Continent has to offer. They may think of Canada if the matter is left to themselves alone. Would it not be good business to see that Canada is brought to their attention? Would it not be good business to lay before them the unexcelled advantages of Canada before they have had a chance to make their minds up to any other form of summer diversion? Here is a real business opportunity. **Is Canada going to grasp it?**



VOL. XXVII. No. 11

Toronto, Canada, March 13, 1915

Two Dollars per Year

PRODUCTION and patriotism go hand in hand.

* * *

LET US HOPE that the Canadians at the front will soon be on their way home via Berlin.

* * *

IF THINGS keep on the German manufacturers will even have to get their "Made-in-Germany" tags made abroad.

* * *

THE SPRING special number of Hardware and Metal will be out next week. It will be by long odds the best yet.

* * *

HAVING BEEN gradually shoved to the threshold of Europe, the unspeakable Turk is being booted off the door-step.

* * *

UNDOUBTEDLY business is getting better. The improvement, gradual though it may be, is an earnest of the better things that the future holds out.

* * *

SECRETARY Macpherson has an ambitious program to carry out in building the Ontario Association up to a higher standard. He is undoubtedly the man for the job.

* * *

ADVERTISING is doing a lot to improve matters where business has been bad. There is plenty of money in the country, some of it hidden very securely from view. It takes unusual efforts to get this money into circulation; and advertising is the most effective effort possible.

* * *

THE MORE direct an advertisement is the better it pays. The public is passing the stage when glittering generalities alone are sufficient to put a proposition "over." Facts are what take, not flubdub. Tell the good points of an article and quote a price on it; and the article will sell. An advertisement cannot give too much information.

The Spelter Influence

THE abnormal price which spelter is now commanding—and the prospects are for higher rather than lower prices from the present outlook—is beginning to have effect on nearly all gal-

vanized products and this in Canada is accentuated by the increase in the duty recently made.

Pittsburg reports that an advance of three dollars the ton has been made on galvanized sheets by producers who are able to talk business, but there are many who are unable to do so owing to short stocks of spelter and the fact that at the present costs it is out of reach as a commercial commodity. In fact such has the activity been in galvanized sheets that black sheets have firmed up in sympathy.

Advanced prices for galvanized wire and products of galvanized wire and galvanized pipe is \$6.00 above black for most sizes and very firm.

Our Special Number

NEXT week's issue will be the Annual Spring Number of Hardware and Metal. Practically from the time that this paper was established a feature of the service it has rendered has been the publication of large issues in spring and fall, devoted to the consideration of retail problems on a comprehensive scale. It has been the earnest endeavor of the editors to make each succeeding special better, more practical, more instructive. That this object has in a measure been attained is testified to by the increased interest which has been shown year after year in the special numbers.

From an editorial standpoint, the number to be issued next week comes closer to filling the editor's idea of what a trade paper should be than anything previously accomplished. It deals with the every day problems of the hardware store, in a practical way, getting close to bed-rock, to the things that the hardware merchant wants to know. This has been the object that the editorial staff have kept in mind—sticking to practical facts and dealing with the live, vital problems of the retail store. In this endeavor much assistance has been lent by readers who have contributed information as to their own experiences and have in other ways helped in getting together an interesting summary of hardware facts.

Answering Letters

IS there anything more irritating than to write a letter on some matter of urgent business and to receive no reply thereto? Unquestionably a business man can arouse more animosity against

himself by neglecting his correspondence than by any other single weakness.

An article appears on another page of this issue dealing with the question of courtesy in correspondence, pointing out some of the results of neglectful handling of business letters. It is a question of importance to most retail merchants for it is true that many retailers are far from efficient in the matter of business correspondence. This can be ascribed to two causes; the lack of facilities for prompt attention and an inclination to underestimate the importance of answering letters. The latter mistake is a rather common and a decidedly dangerous one. Inasmuch as a merchant's success depends in no small degree on his relations with the other branches of business—the wholesaler, the manufacturer, etc.—the cordiality and effectiveness of his relationship with these other branches will determine the degree of his success. And to maintain cordial and profitable relations with business connections a big factor is promptness and courtesy in handling correspondence.

This is not a homily directed solely at the retail merchant. Carelessness in correspondence is a fault that is found in all branches of business; and it is equally dangerous whether the business be a retail store or a large manufacturing plant.

One hears a great deal of business efficiency nowadays. Efficiency in correspondence is a matter that should be given the attention of every business man.

Attention to Buying

THERE was a time when the buying end of the retail hardware business was looked upon as the main source of success and the backbone of retailing generally. Those were the days when dark windows, gloomy store interiors and antiquated methods generally were features of the average hardware store. It was at that time that the saying "goods well bought are half sold," originated; and, believing implicitly in the truth of the proverb, most hardwaremen were content with devoting their time to half selling the goods. Expert, aggressive sales methods, which made up the other half, were neglected.

Of late years the tendency has been toward the other extreme. We have been passing through an era of frenzied salesmanship—if such a term be permissible. Gone is the antiquated store front with its small window, gone is the stock-cluttered ceiling. To-day we have modern stores with fine fronts and every facility for the attractive display of goods. Advertising has become an important part of practically every successful retail business. Hardwaremen have bent their energies to the absorbing problems of salesmanship, with an enthusiasm that has shown how far they have progressed from the old ideas.

As might be expected, the tendency has been carried to extremes in some respects, even to the extent of a belittlement of the importance of buying. No hardwareman has, of course, permitted the scientific salesmanship craze to divert his mind from the *practical necessity of buying right*. The interest he has shown in sales work has been added effort; he has not at any stage neglected the buying end, but has in reality given as much time and thought to it as he ever did. Theorists, arm-chair expounders of trade

doctrines, have been inclined to see in the new conditions a trend away from the solid, bed-rock principles of earlier days, however, and have attempted to show that buying is secondary to selling. Hardware and Metal has taken occasion before to point out the dangerous nature of such theoretical vapors, fearing that the exploitation of the theory, palpably impracticable as it was, might result in some harm.

The tendency in the hardware markets at the present time is perhaps the surest vindication of the stand that Hardware and Metal has taken. Since the tariff changes were announced, market conditions have been in a literal turmoil. Prices on a majority of hardware lines have been changed. New quotations are coming through all the time. The retailer who desires to secure his stock on the most advantageous basis finds that the buying end of his business has become the paramount consideration. If he can keep his finger on the pulse of the market to-day, he will assure himself of profitable sales tomorrow. *Thus do the hard practical facts of business confute plausible theorizing.*

Signs of Improvement

THAT business conditions in so far as the country as a whole is concerned are gradually improving is the contention of The Financial Post. Dealing with trade figures of Canada it states in its last issue that the country is paying its debts. The exports in January, it points out, were approximately equal to the imports.

This is exceptional for January. In the case of manufactures, the situation was assisted materially by war orders. The same is true of animal products. It is likely that the effects of these special orders will be more apparent during the next month—that is February—the returns for which are not yet available. We cannot take the filling of these special orders as an indication of improvement in the normal trade. There are, however, other signs. The bare lumber yards, bare shelves, and, we might add, bare backs, will very soon create a demand. We have some evidence of this in a statement by a responsible official of a large mail order house to the effect that their business had shown very decided advances in February. Orders were coming from the rural districts in larger volume, especially in the West.

It will be noted also that railway earnings are not now showing declines as heavy as during January last and the later months of 1914. At the moment of writing reports are to the effect that traffic offerings are improving. However, there cannot be any marked improvement until trans-ocean traffic on both the Atlantic and Pacific Coasts assumes a more normal state. Undoubtedly the lumber business at the coast is severely hampered by lack of tonnage. That will be available after the war, and so will the lumber. The railways have carried last year's crop, and there is little doubt but that their harvest will come when that of this year is ready to move.

Bank clearings are still contracting, which indicates quiet business. At Winnipeg, Ottawa and London there were increases in February. In the case of Winnipeg the unusual increase was no doubt due to wheat speculation. Not wholly so, inasmuch as business at that point continues to improve. Taking the clearings all round, they indicate a 20 per cent. contraction in business.

Appointed Head Buyer

PHILIP JOMINI has recently been appointed head buyer for the Merrick-Anderson Co., Limited, Winnipeg. He is a practical hardware man of twenty years' experience. Born in Switzerland, of French parents, he, when but a lad, emigrated to Des Moines, Ia., with his folks, in the early 80's, where his first impression of hardware was created by the gift of a hammer, kindly given by a



PHILIP JOMINI.

dealer of that city, because he persisted in having it when in his store one day. Incidentally he has been "hammering away" ever since.

It was in Berlin, Ont., he received his primary education, where at the public school he quickly acquired the English language. His notion of going West some day found its inception in what he learned from well-to-do farmers, whose sons had gone there to take up homesteads and the reports sent home concerning the great possibilities in store. However, Mr. Jomini's parents eventually removed to Quebec City, where the French language was more congenial for them, and, while there, he continued his schooling, and won a scholarship in the Boys' High School, from which he graduated, obtaining first prize for general proficiency. Thus he rightly terms himself a French-Swiss, English-bred Canadian. His hardware career first commenced in 1895 with a retail store, where he served his apprenticeship faithfully, and in time acquired, by great perseverance, a thorough knowledge of this most complex trade. His former employer, who has since retired from business, was noted as one of the shrewdest hardware buyers in the East, and his

training under him proved very efficient, for, during his ten years' service with him, the fundamental knowledge acquired, together with the good education previously received, obtained for him rapid strides and advancement over older employees.

It was in 1905 he finally answered the call: "Go West, young man," and made Winnipeg his objective point, where he found ready employment with Merrick-Anderson & Co. He soon demonstrated his ability in anything he handled, and with accuracy and good judgment filled very important positions with remarkable success. His varied experience in all branches of this trade, together with knowledge of general office work, particularly in costing of merchandise, customs, freight, and latterly as buyer of house-furnishing goods, qualify him for the greater responsibility now bestowed upon him.



CLEAN-UP WEEK BEING ORGANIZED.

Civic Betterment and Town Planning Committee Starts the Season's Work.

Winnipeg, Man.—The Civic Betterment and Town Planning Committee of the Industrial Bureau met Saturday, at which were present four sub-sections of the committee, representing the garden section, streets and transportation section, aesthetic committee and adjoining municipalities. Wm. Pearson, president of the Town Planning Association, occupied the chair.

If the aims of the committee are car-

ried out this year, Winnipeg's vacant lots will abound in flowers and vegetables, which will produce healthy and beneficial results to the city.

Wm. Pearson and Charles F. Roland were elected a committee to prepare recommendations for a united clean-up campaign, as well as a definite policy for the civic betterment and town planning committee to operate a clearing office for information for citizens who wish to contribute the use of their vacant lots, as well as those who desire to cultivate these. This committee will again seek the co-operation of the city health department.

1915 Clean-up Week Campaign.

The object, as pointed out by the chairman, was to approve of certain recommendations as to the policy to be carried out this year in connection with the various activities of the committee, especially legislation before the Government as regards outdoor advertising and the proposed "clean-up campaign," that will again be enthusiastically taken up by the bureau this spring.



Dominion Incorporations.

The Electric Chain Co. of Canada, Ltd., capitalized at \$50,000; head office, Toronto.

The Mystery Tire Co. of Canada, Ltd., capitalized at \$4,000; head office, Montreal.

The Montreal Architectural Iron Works, Ltd., capitalized at \$50,000; head office, Montreal, Que.

Neat Display, Interior and Exterior

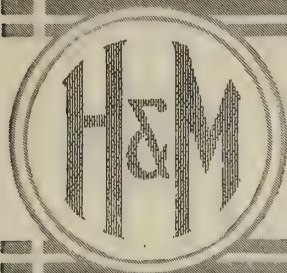
*Methods That are Winning Success in the Store of J. B. Ross, of Oshawa—
A Tool Section That Earns its Keep.*

WHAT might be called "the silent tool salesman," is a section in the store of J. B. Ross, Oshawa, which pays for the room it occupies many times over. This section, about eight feet wide, is in the centre of the wall fixtures and has a couple of wide inclined shelves to hold the smaller tools and a space at the top for saws, squares, and other larger pieces. A great variety of all kinds of tools are kept within hand reach of the salesman who has only to stretch out his hands and pick out any desired piece to show his customer. Instead of chasing all over the store for the different tools which are in ordinary use by the mechanic a sample is always within reach. A neat sanitary case holds shaving supplies such as razors and brushes, as well as other cutlery. The unusually attractive manner of handling these goods stimulates sales to a surprising degree.

The windows receive a good deal of attention in this store and many timely and attractive displays made from time to time. A sporting goods trim made last summer illustrates the general character of these displays. The central point was a dummy figure mounted on a bicycle to the rear wheel of which was hitched a small motor keeping it in constant motion. Needless to say the display stopped a good many passersby.

Another "war-time" display, made after the war broke out, in which a stove pipe cannon mounted on wheels and appropriately armored with various tools, was the central figure, also attracted a good deal of comment.

It is realized here that striking windows will draw trade as surely into a hardware store as into a dry goods store and constant effort is made to keep the displays attractive at all times.



Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Purchased New Premises.

Thorold, Ont.—L. J. Hunt, hardware merchant, has purchased a large store here, and will move his hardware stock to the new premises in about two months.

Volunteers for Service.

Weyburn, Sask.—T. R. Cope, for two years on the hardware staff of McKinnors, Ltd., has volunteered for active service with the second contingent.

Obituary.

Hamilton, Ont.—John Booker, one of this city's oldest residents, died recently, in his 82nd year, at his home, 2 Morden Street. He was formerly traveler for Copp Bros., and later was with the Burrow, Stewart & Milie Company.

Personal

Z. E. Martin, president of the Martin-Senour Co., Limited, was in Montreal for a few days last week.

Joseph R. Henderson, President of Brandram-Henderson, Ltd., Montreal, was in Toronto for a few days this week on business.

New Firms.

Vulcan, Alta.—W. Butchart, formerly of Taber, Alta., has opened a tinsmithing business.

Red Deer, Alta.—Geo. Wright, of Taber, Alta., is placing a hardware stock in the old Day Hardware Co. premises. New plate glass windows have been put in and other improvements made to the store.

Business Changes.

Montreal, Que.—L. N. & J. E. Noiseux have been succeeded by L. N. J. E. Noiseux, Regd.

Wynyard, Sask.—W. T. Harvie, hardware, has been succeeded by Harvie & Vause.

Grimsby, Ont.—F. L. Weiler has retired from the partnership with Jas. F. Bird in the plumbing and heating business.

Weyburn, Sask.—J. C. Stewart, who has been in charge of the plumbing and heating department of Warden's Hardware for the past year, has taken over the department, and will in future conduct it in his own name.

Appointed Western Manager.

Many hardwaremen in the East, as well as the West, will be interested to learn that J. Allen Evans has assumed charge of the Western business for the The D. Moore Company, Limited, of Hamilton.

Mr. Evans has been connected with the stove trade his entire working life. About 18 years ago he joined the Copp Stove Company, representing them in



J. ALLEN EVANS,
Western Manager The D. Moore Co., Ltd.

the Province of Quebec. When this concern opened up in the West, some 11 years ago, Mr. Evans came to Fort William, where he remained until the factory was well under way. Then, some five years ago, he came to Winnipeg, opening a branch there for the Copp Stove Co. During these years Mr. Evans has formed a wide circle of friends in the hardware and stove trade.

Since Mr. Evans' appointment as their Western manager, the D. Moore Co. have secured splendid show rooms at the corner of Market street and Princess avenue—facing on the market square. From this office the business of the three Western provinces will be looked after, and, according to Mr. Evans, prospects are that the stove business this year will be entirely satisfactory.

Fire Losses.

Pembroke, Ont.—The big hardware store of Dewar & Ryan was badly gutted by fire.

Discontinuing.

Ottawa, Ont.—It is reported that N. Latremouille, hardware, is discontinuing business.

Add New Department.

Bromhead, Sask.—Mingle Bros., dealers in hardware and implements, have added an undertaking department.

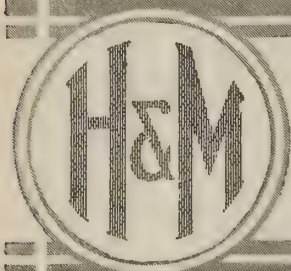
Welland Firm to Expand.

Welland, Ont.—An announcement has been made that Metals Chemical, Ltd., has been incorporated by Dominion letters patent, with authority to take over the business of the Metals Chemical Co., Ltd., now conducted at Welland, under a provincial charter. The company will have a capital stock of \$1,000,000, and head office in Toronto. Dr. Richardson, who is at the head of the plant here, stated that the new concern is a reorganization of the old company on a broader basis. The added capital will enable the company to increase its capacity and extend its works here. It is expected that an addition to the plant will be built in the spring. The company carries on the smelting and refining of Cobalt, nickel and silver. From 50 to 60 men are now employed. The same officials will hold office in the new concern.

Completed in Summer.

Fort William, Ont.—J. Orr Callahan, of the Steel Company of Canada, visited the city recently, accompanied by Prack and Perrine, Hamilton, for the purpose of making an inspection of the company's new plant in West Fort William. A small staff of men have been employed all winter at the plant, installing the heating system and doing other work towards the plant's completion.

Mr. Callahan said this afternoon that, while no contracts had been received which would cause the finishing of the plant, yet it was possible that something might be doing this spring or summer. Mr. Callahan said the plant could be entirely completed and made ready for manufacturing inside of two months.



New Hardware Goods

Offered Canadian Hardwaremen



NEW CARBORUNDUM GRINDERS.

THE Carborundum Company, Niagara Falls, N.Y., is introducing to the market its new grinders, A, B, C and D. The company states that the manufacture of these grinders is the result of the demand for good, serviceable grinders at cheaper prices than the famous "Niagara" line.

While not up to the quality standard of the latter, the new grinders are well made and carefully assembled. The castings are of grey iron; the gears of cast iron, and the pinions of steel, both the latter being machine cut. The grinders are finished in black, and are equipped with adjustable tool rests and genuine carborundum wheels. These new machines are made in four sizes.

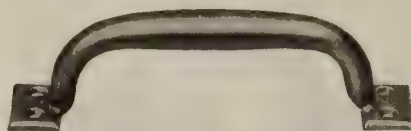
For household and small shop work, grinders A, B and C are recommended. "A" is fitted with a carborundum wheel 4 inches in diameter; "B" with a carborundum wheel 5 inches in diameter, and "C" with a carborundum wheel 6 inches in diameter. The three grinders described above are of the same design and pattern, and will grind to a smooth, keen edge all the knives and tools of the house and workshop.

Carborundum grinder "D" is specially adapted to work on the farm. It is equipped with a simple practical device for sharpening mower-section knives, a double bevel carborundum wheel for this

strong, durable, and is most convenient for sharpening all farm edge tools. The grinder is converted into a tool grinding machine by simply fitting the special tool wheel to the end of the shaft. The double bevel carborundum wheel is 3½ inches in diameter and 3½ inches wide. The carborundum tool wheel is 5 inches in diameter and 1¾ inches thick.

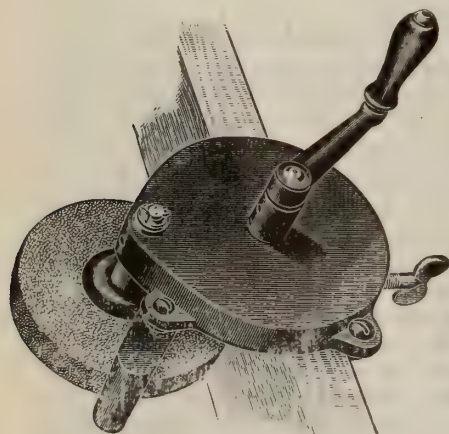
PEXTO UTILITY PULL.

A recent addition to the builders' hardware line of the Peck, Stow & Wilcox Co., Southington, Conn., and Cleveland, Ohio, is a substantial wrought pull for screen and other light doors, sash and cabinets. This Utility Pull, as it is called, is designed to help out the dealer's screen door business by enabling him to put a more attractively fitted door

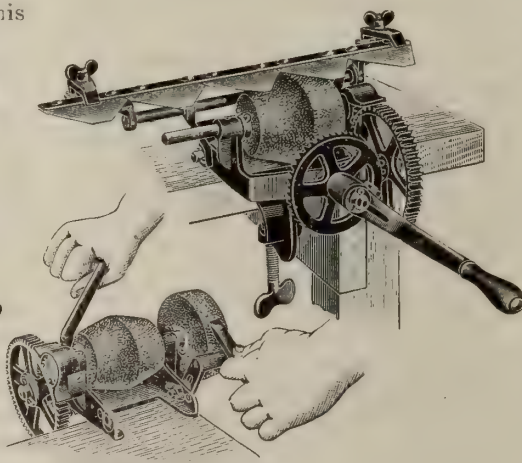


Pexto Utility Pull.

on the market at a better price. The pull is simple, but attractive in design, full sized for an easy grasp, and is well made, the result, it is claimed, of especially good die work. It can be furnished



"A" Grinder.



"D" Grinder.

work, a special tool wheel, and a tool rest. Each wheel is mounted on a special iron centre. The machine is said to be

in either wrought steel, wrought bronze or wrought brass, with any of the ten finishes most popular with the trade.

NEW YANKEE SCREW DRIVERS.

North Bros. Mfg. Co., Philadelphia, Pa., have recently placed on the market the Yankee quick return spiral ratchet screw drivers, No. 130 size and No. 131 heavy pattern. These are the regular Nos. 30 and 31 with a spring added in the handle as shown in the cut, which causes the handle to come back for the



Yankee Quick Return Spiral Ratchet Screw Driver.

next push, in driving screws in or out. The makers state that the drivers are especially appreciated by men who are driving screws most of the day, and in narrow deep places where the left hand cannot be used to hold the chuck end of the driver. They can be successfully used with only one hand driving the tool, as the spring keeps bit in position as it forces the handle back for the next stroke. A few minutes' practical use will demonstrate their great advantage when many screws are driven. Except some slight changes necessary in construction of parts, to get the spring in handle, they are exactly the same as Nos. 30 and 31 "Yankee" Spiral Ratchet Drivers. They take the same bits and attachments.

They are packed in box with spiral extended to full length by spring, and can be carried with spiral closed and held by milled collar in front of shifter case.

The extreme length of the No. 130 with bit in chuck is 20¾ inches—14¾ inches closed and locked; of the No. 131, 28 inches extended—19¾ inches closed and locked. Packed one in paper box.



\$1,000,000 ORDER FOR ARMY COOKING RANGES.

St. Louis, Feb. 2.—An order for 2,000 field cooking ranges at a cost of \$1,000,000 is being filled by a local concern for one of the European belligerents it became known to-day. The order is to be ready for shipment within 200 days. The contract was granted, officials of the company said, on the condition that strict secrecy be maintained concerning the structures of the ranges. Unofficially it was said that the order was placed by the French Government.

What Other Papers Say

Items of Interest From Other Papers—In Each Instance Credit is Given to the Paper From Which the Item is Taken—Bluster or Seriousness—Farmers Have Full Pockets—About Cutting Prices.

Bluster or Seriousness

From New York Herald.

AT midnight the great war entered up a new sea phase, where if the bellowing Bombastes Furiosos of Prussia are to be taken with seriousness, piracy is to succeed honest combat and the mitigations heretofore imposed in the interest of helpless non-combatants, presumably innocent hulls and undetermined cargoes are to be blown heedlessly down the gale of German despair and fear. If these gentry are to be credited, for the first time since law at sea throttled buccaneering, "Kultur" loudly shouts that neutral sheep and belligerent goats are to be herded in the same penfold.

Measured by any standards, even German standards, the declaration of the war zone, the announcement of a blockade that fails to satisfy any condition of a legal containment and the effort to strike with insufficient agencies terror over areas too extended to be controlled, except at pin points—why, all these make this new phase take on a sad air of bluff, brag and bluster; in short, of "Kultur" again gone astray.

Farmers Have Full Pockets.

From Printer and Publisher.

THE admitted prosperity that exists in agricultural communities, despite depression in some of our cities, emphasizes the importance of advertisers using the weeklies and small dailies that reach the farmers, more than usual. Not only should local merchants be aroused to getting after country trade but a big field of general advertising is open to the rural press. Will the town weeklies and small city dailies seize the opportunity?

The Call of The West.

From Financial Post.

DISCUSSING with Sir Edmund Osler the future of the West, especially in relation to the earnings of the Canadian Pacific Railway, a representative of The Financial Post ascertained from him that the sales of land being made by the Canadian Pacific Railway to immigrants from the United States were steadily improving. Undoubtedly this is an excellent sign. At the same time, quite a number of homesteads, especially in Manitoba, are being taken up. In view of the number of men who have enlisted this is somewhat remarkable. We cannot say to the patriotic settlers in the West that it is your duty to stay at home and grow wheat for the defence of the Empire. Nothing could deter them from being at the front if it was possible for them to get there. However, it appears that those who have not gone to the front are busy laying to in the matter of increasing production. At the same time, the agencies of immigration are not idle. What has been said of the opportunities in the West at the present juncture is more true than at any previous time. Not only do the railways stand a very good chance to have greater volume of traffic than hitherto, but the farmer who produces has a splendid chance of getting bigger prices for what he produces. At least for another year cereal prices will be high, and there is no doubt but that there will be a steady demand for cattle, which will maintain prices. In this connection it is interesting to note that in the North-Western States especially cattle-raising is being very vigor-

ously urged. The bankers, railway men and other business leaders realize that the future of that locality depends as much upon cattle-raising as upon wheat-growing. Under these circumstances those with respect to higher prices and a good market, such as has not hitherto existed, the call of the West is stronger than ever.

* * *

About Cutting Prices.

From Sporting Goods Dealer.

CONSIDERABLE discussion has been had recently on the topic of price-cutting, the channel of thought being along the lines of making a reduction in the price of a standard article on a certain day only. A writer in one of the national magazines said:

"Price-cutting shakes public confidence in the value of the articles cut. If people have once bought a thing for 19 cents, it is hard to make them believe that it is worth 25 cents next time. So, if the price-cutting continues, it becomes more and more difficult to sell the article for what it is really worth."

Without taking up the merits or demerits of price-cutting under such conditions, many will disagree with this writer. The public is a pretty fair judge of a bargain. It knows when it is getting a bargain. The public knows that an article sold regularly by the thousands at 25c is worth 25c. If the opportunity to buy the same article at 19c is afforded, the public takes advantage of the opportunity, and the very next day will again pay the regular price. There are good arguments on both sides of price-cutting without resorting to such balderdash as the above in an effort to show that prices should not be cut. As a matter of fact, the statement is an argument against the very idea it tries to establish. If the 25c article is reduced to 19c because it is worth only 19c the sale would not be any greater than if the price was maintained at 25c. But the public knows the article is worth 25c and jumps at the chance to buy it at 19c.

Every dealer knows that cuts in prices on a few articles are made either to attract buyers, that a greater volume of business may be done in other lines, or the price is cut to clean up some left-over stock, and let it be said that the public knows this as well as the dealers.

* * *

Kid Gloves.

From New York Commercial.

AMERICAN-BORN men no longer take kindly to hard, manual labor. Thousands of them work in stores and at other comparatively light employment in New York city for lower wages than the alien laborers in the new subway receive. It is not that these aliens will work for less than Americans will or can accept but that they will do work that Americans will not perform that makes alien labor almost indispensable to-day. Hard work must be done by someone when earth has to be dug and rock has to be quarried. Those who prefer "kid glove" jobs at lower wages have no cause to complain. It would be better if Americans would do this rough work, but, if they will not or cannot, the progress of this country should not be halted by unwise anti-alien laws. Men who are willing to work are never a danger to the community, but those who think the world owes them a living without working for it always are.

TO HARDWARE MANUFACTURERS—

Until March 17th, There's a Big Opportunity Open to You

That is the day when we close the last advertising forms of Hardware and Metal's Annual Spring Number. This issue will surpass, in its value to hardware merchants, any number that we have published in our 26 years of service to the Canadian hardware trade. Sample copies will be sent even to those few hardware dealers who are not regular subscribers. It will be unusually interesting to subscribers and quite unique to non-subscribers.

If you secure but one good customer from a two-page or full-page advertisement in this issue, it will make the cost of space appear insignificant.

Don't Wait for the Last Day!

Send Copy and Cuts Now.

HARDWARE AND METAL
143-153 UNIVERSITY AVENUE, TORONTO

TO RETAIL HARDWAREMEN—

How Much Is Your Time Worth Per Hour?

Set it at a high figure—the *maximum* figure. Then multiply it by the number of hours you spend studying Hardware and Metal's Annual Spring Number. The dividends you will derive from this investment will be exceedingly liberal. More than likely, you will call it the most profitable investment you ever made. Because the editorial pages (profusely illustrated) will give you countless ideas for conducting your Spring campaign, and the advertising pages will tell you where to buy the most profitable and best selling goods.

Your copy of this great number will be mailed from Toronto next Saturday. Plan to study it carefully.

HARDWARE AND METAL
143-153 UNIVERSITY AVENUE, TORONTO

The Principle of Elbow Pattern Developing

A Complete Course, Treating in a Simple Way, the Art of Elbow Pattern Developing. Specially Written for Those Who Have Only Received a Limited Geometrical Education.

By EDWIN NEWSOME

THERE is another matter to consider in elbow design and that is the length of the small or large end. It may be that the material will allow these end pieces to be a little longer than the measurements which are to be had within the ordinary lines of the 90-degree radius, see the small dotted lines at E. F. in Fig. 1, plate 2. This of course will seem to have nothing to do with the radius of an elbow.

Before commencing to lay off the pattern of any kind of elbow, it is necessary to first determine the radius, the diameter, the number of pieces the elbow is to be made up with and the length of pieces at each end. Suppose it is desired to construct a 12-inch elbow with an 18-inch radius, draw two lines as shown in Fig. 1, G. B. D. and open up compasses 18 inches. Drawing an arc from D to B this will be the outer lines of the elbow, then leaving the compass point at the same position, close up to 6 inches and make an arc as shown at C. A. This will give the length of the throat, as well as the size of elbow. Fig. 1 shows the elevation of a three-piece elbow. To determine the various degrees of each piece, the arc D. B. must be divided in a certain number of equal parts. We will proceed to develop the elevation of the four-piece elbow, but in doing so will also refer to Fig. 4. It is necessary to bear in mind the following rule: For a two-piece elbow 2 pieces each 45 degrees. A three-piece elbow 2 pieces $22\frac{1}{2}$ degrees and 1 piece 45 degrees, see Fig. 4,

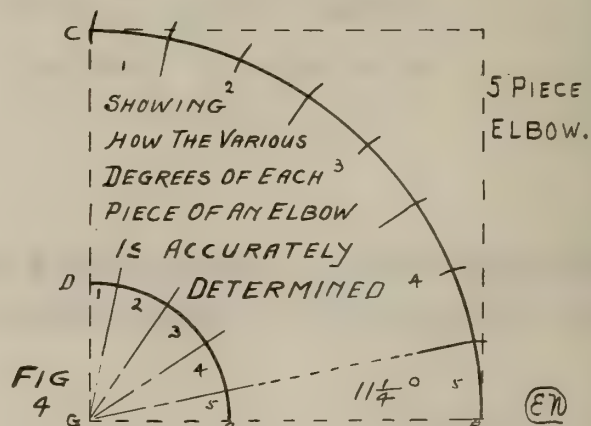
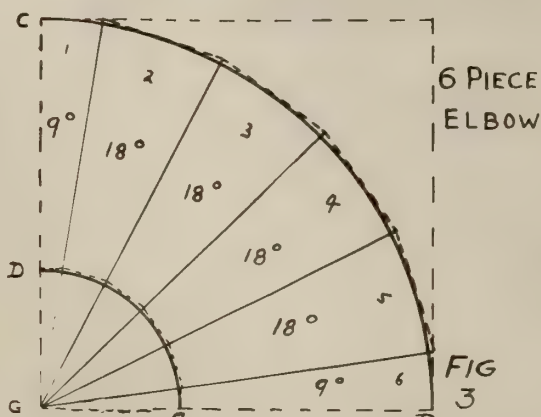
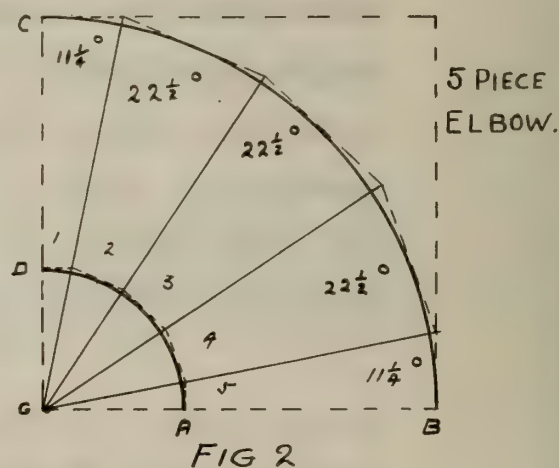
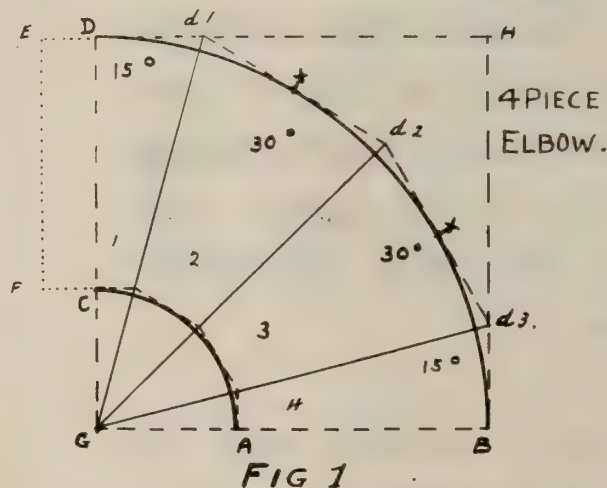
in plate 1. A four-piece elbow requires 2 pieces 15 degrees and 2 pieces 30 degrees, see Fig. 1, plate 2. A five-piece elbow requires 2 pieces $11\frac{1}{4}$ degrees and 3 pieces $22\frac{1}{2}$ degrees, see Fig. 2, plate 2. A six-piece elbow requires 2 pieces 9 degrees and 4 pieces 18 degrees each. See Fig. 3, Plate 2.

It will be seen that if a four-piece elbow is needed it will be necessary to divide the arc D. B., Fig. 1, into equal parts, therefore to obtain 2 pieces of 15 degrees and 2 of 30 degrees, 6 equal parts of 15 degrees each. See d 1 and x d 2 and x and d 3. B to d 3 counts one piece of 15 degrees, d 3 to d 2 counts one piece 30 degrees, d 2 to d 1 counts one piece 30 degrees, and d 1 to D counts one piece 15 degrees, the whole four pieces making up the required 90 degrees. To draw the elevation of a 5-piece elbow the arc C. B., Fig. 2 will need to be divided into 8 equal parts. For a 6-piece elbow, Fig. 3, the arc C. B. will require to be divided into 10 equal parts.

Let us explain this subject in another way. If a 3-piece elbow is needed, the arc must be divided by 4 and to know what degree is required, divide 90×4 , if a 4-piece elbow, divide 90×6 . For a 5-piece elbow divide 90×8 and for a 6-piece elbow divide 90×10 . Fig. 4 is simply an example, by multiplying $11\frac{1}{4}$ degrees by the number of spaces (8) the full 90 degrees are given.

Continued in next issue.

PLATE 2.



Practical Course for Sheet Metal Workers

Article No. 21 of Series

By CHARLES SEIVERS

In this is shown a round pipe resting on a roof of one pitch or slope, with flange for pipe at roof line. In Fig. 1, or the side view, let A-B represent the slope of the roof, and C-D-E-F the elevation of pipe joining same. To develop pattern for pipe with cut to fit the roof proceed as if cutting a section of an elbow, on C-D or on a line parallel to it as G-H, draw a half section of the pipe as shown by semicircle, and divide into a number of equal parts as shown by 1, 2, 3, 4, etc., from these points draw lines parallel with D-F, extending them until they join the lines C-D and E-F, our next step is to draw two parallel stretch-out lines as K-K and L-L, now erect lines at right angles to L-L joining to K-K as shown line on either end at K-L. From this point, set off with the compasses or dividers the spaces 1, 2, 3, 4, etc., on section on line G-H, repeating to make the circumference complete. With compasses measure distance from line C-D, to the point on line E-F which is intersected by the lines drawn from points in section on line G-H, commencing at C, measure the distance C to E, and set off

from line L-L on line K-L. Measure the next line 8, to its intersection at E-F, and set off from L-L on second line, which can be numbered 8 to correspond to line on C-D. Measure the next line 7 to its intersection with E-F and set off from L-L on line 7. Proceed in same manner with remaining lines 6, 5, 4, 3, 2, 1, which will form one-half the pattern, to complete full diameter repeat as shown on lines 2, 3, 4, 5, 6, 7 in the same manner. A line drawn through the points obtained will give outline of pattern required.

To obtain pattern of flange with opening for pipe, draw the outline of flange as shown in Fig. 2, by A-B-C-D, draw a line through the centre of flange, parallel with A-B, as E-F, on this line set off the spaces between E and F, found by the lines drawn from section G-H in Fig. 1. With compasses measure from line G-H to the points of circumference as marked by divisions 1, 2, 3, etc., and set off on both sides of line E-F, on flange, Fig. 2. Setting distances obtained on lines numbered to correspond, as shown at point 1 on line 1, 2 on line 2,

3 on line 3, etc. A line drawn through points obtained will give outline of opening in flange to receive pipe.



START CAMPAIGN FOR CLEANING CITY.

Montreal, March 6.—The “clean-up campaign” to be held in May was officially launched to-day, when a gathering of civic authorities, officials, and various organizations interested, met at the Montreal Publicity Association headquarters, and received promises of support from everybody concerned.

Addresses were given by Dr. Bouchier, M.O.H.; Fire Chief Tremblay, Mr. Nantel, of the Incineration Department; Controller McDonald, Ald. Dr. Leslie Boyd, Mrs. Renouf, of the Women's Club, and Mrs. Ashcroft, of the Housewives' League, as well as by F. A. Couvert, the chairman of the committee, and F. Abrahams, the chairman of the association.



Vancouver, B.C.—Anderson & Warnock have dissolved partnership.

PLATE 21

FIG. 1.

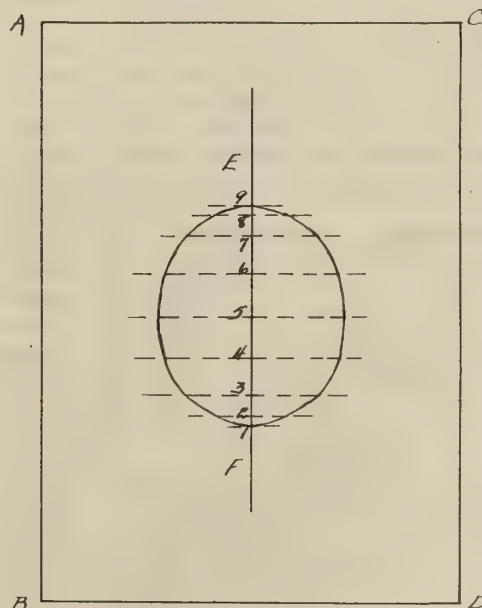
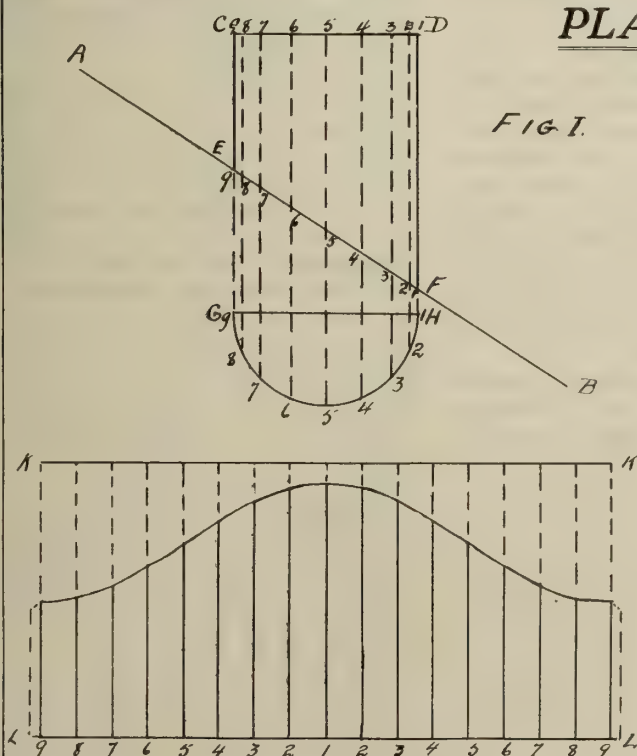
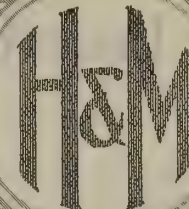


FIG. 2.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

Reports this week indicate that business in the rural communities is showing improvement, while city trade is still dull with no great improvement expected until the advent of spring. The chief feature in the metal market was the rapid advance in the price of tin which has now reached a very high figure. Spelter is still holding at the record high prices in effect last week. Solder has advanced. Many price changes on hardware lines are going into effect daily. Lines recently affected are: Tacks, nails, staples, fencing, harvest tools, scythes, ammunition, Canada plates, and many others. Shovels will advance before long. The market reports give notice of a great many price changes. Jobbers are still adjusting prices to meet the new conditions created by the tariff changes.

MONTREAL

MONTREAL, March 11. — The trade is still in a state of unsettlement and readjustment following the tariff changes. A number of new prices are given this week and there are many more pending—it is difficult to say just how far-reaching the effect will prove before all interests absorb the higher costs of finished products and raw materials. Changes are being made just as rapidly as the proper adjustments can be estimated and they are very general in character.

Some of the lines to be affected this week are nails, staples, fencing, tacks, ammunition, Canada plates, black and galvanized sheets, angles, saws, files, Yale latches, harvest tools, valves, food choppers, etc., while tin and solder advanced further on the strength of the American market. All builders' hard-

ware will be advanced as soon as manufacturers complete their readjustments.

Business is reported as brisk with very satisfactory orders coming from country points; the cities and Western Canada are slow and heavy goods depending upon construction programs and industrial development for their market find little interest. The improvement does not seem to be the result of buying to evade advancing prices, but the result of demand on short stocks particularly affected by unusually mild weather and prospects for an early spring.

The Metals.—The metal market continues very much unsettled. Although tin is the only commodity showing a marked advance in price, all quotations are firm and tending upward. Business is slow in practically all heavy lines. There has been a reaction from the activity which was noted after the holiday depression and a tendency is indicated to hold orders on a close basis and make deliveries as light as possible until the opening of navigation.

Tin.—The market continues to advance by leaps and bounds and New York shows over 6c a pound above the quotation of a week ago. In this market the quotation is put at 49c to 60c, and very firm, with the average about 50c. The advance is due to uncertainty regarding deliveries from the other side which has caused anxiety with regard to the filling of March deliveries. If these deliveries can be filled the trade opinion is that there will be a sharp reaction. There is no dealing in futures in New York. Very large shipments afloat are the outstanding feature of the situation at the moment.

Copper.—The position of this market shows little change and the price of 16½c continues. The situation has firmed during the week in London but in the States there appears to be surprise that business is not improving, there being a marked shortage of buying demand.

Solder.—Some further advances are noted in the prices of solder, the top of the range being raised to 30c for half-and-half and 32c for strictly. This is directly due to the influence of the tin market.

Spelter.—The spelter market continues very firm, there having been an advance of about ½c at St. Louis during the week. However, there are indications in the American market that important selling interests consider that the advance has been played for all it is worth and that it is now in their interest to bring the market to a lower level, if possible, the present basis being beyond the reach of the manufacturing consumers from a commercial standpoint.

Brass.—The brass market is very firm and there is an additional advance of 2c for springs, sheets up to 20 gauge, which follow a similar increase last week. The price is now 33c a pound.

Lead.—The lead market is firm, there having been a further advance of 5c noted in the States during the week. Prices here are firm at \$5.50 which covers the advance made last week. Sheet zinc continues strong at 14c to 14½c.

Antimony.—There has been no general advance in the price of antimony but the fact that the market in the States is now as high as 27c, 4c more than a week ago, may be taken as an indication that the quotation of 21c in Montreal is not very sound and anything like a brisk demand would soon exhaust stocks and bring higher costs into effect.

Ammunition.—New discounts have been announced by the Remington Company on their shells. The following now prevail: Nitro Club and Remington, 25, 10, 5 per cent., and 25, 7½ per cent.; America, 30, 10, 10 per cent.

A discount of 35 per cent has been announced on Canuck Smokeless and further changes in ammunition are to be looked for shortly. New Winchester prices are going into effect.

MONTREAL QUOTATIONS.

Tin	49-60c
Spelter	\$12.50
Copper	\$16.50
Lead, Trail, cwt.	\$5.50
Lead, Imported, cwt.	\$5.50
Antimony ..	21c
Solder, ½ x ½	23 to 30
Solder "strictly"	25 to 32
Aluminum, Ingot ..	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	\$2.40 base
Cut Nails	\$2.50 base
Pure Manila Rope	14½c base
British Manila Rope	11c base
African Hemp	11c base
Sisal	10c
Lath Yarn	8¾c

Canada Plates.—New prices have been announced on Canada plates, the galvanized being particularly affected owing to the very high price of spelter. The following are the new quotations:

Ordinary: 52 sheets, \$3.10; 60 sheets, \$3.15; 75 sheets, \$3.25.

All bright: 52 sheets, \$4.25; 60 sheets, \$4.50.

Galvanized: 18 x 24, \$5.25; 60, \$5.50; 20 x 28 advanced proportionately.

Charcoal Terne Plates.—The prices of terne plates have also been advanced further 25c; Dean or I G grade, I C 20 x 28, 112 sheets, 216 pounds, \$9; 200 lb. \$8.75, being the new quotations.

Files and Rasps.—American files and rasps will be advanced to take up the increased duty. A reduction of the discount on Hellers from 70 to 67½ per cent. is announced and on Black Diamond from 66-2-3 to 60 and 10 per cent.

Iron and Steel.—The market is heavy but firm, the base for bar iron being comparatively narrow. An advance in the price of angles is announced, the price now being \$2.75 as compared with \$2.50.

Yale Latches.—The advance in Yale latches referred to last week has gone into effect, the new prices being as follows:

	Per dozen.
No. 26	\$ 3.55
No. 34	12.75
No. 34X	12.75
No. 37	14.25
No. 042	16.50
No. 42	17.60

Nails.—The wholesalers in Montreal have agreed upon a further advance in the price of nails, the quotation now being \$2.40 for cut as compared with \$2.10 before the tariff was changed. The demand is not heavy but the price, it is said, will be strictly maintained as usual. The base for cut nails is still \$2.50.

Staples.—Advancing prices of wire,

particularly galvanized, have led to new quotations for staples. Bright fence are now quoted at \$2.65, and galvanized fence at \$3.

Wire Fencing.—A further advance in the prices of fencing has been made to meet the conditions of the market and the higher duty. The increase is 20c over the prices in force last week, the quotations now being:

Barb	\$2.70
No. 9 coil spring	2.65
No. 9 plain galvanized	2.60
No. 12 plain galvanized	2.75
No. 13 plain galvanized	2.85

Hay Wire.—Hay wire has also been affected, prices now being as follows: No. 13, \$2.35; No. 14, \$2.40, and No. 15, \$2.50.

Poultry Netting.—Poultry netting is firm on the new prices which went into effect last week and it is reported that the demand continues very satisfactory despite the increase.

Harvest Tools.—The rate of discount on harvest tools has now been set at 40 and 12½ per cent. Heath hay knives have been put at \$7.75 the dozen and the following prices are effective for scythes:

Cast steel, dozen	\$6.75
Clipper, dozen	7.75
Guaranteed, dozen	9.00
Brush, dozen	7.50

Curry combs have been put on a discount basis of 30 per cent.

Jenkins Valves.—The discount on Jenkins valves has been adjusted to 45 and 5 per cent., as compared with 50 and 5 per cent. Other American valves are likely to be similarly affected.

Sheets.—There are general advances noted in the prices of sheets, both the black and the galvanized being affected. Following are new prices:

Black—16 gauge, \$2.75; 18-20 gauge, and 22-24 gauge, \$2.75; 26 gauge, \$2.85, and 28 gauge, \$2.90.

Queen's Head and Gorbals Best—16-20 gauge, \$3.90; 22-24 gauge, \$4.10; 26 gauge, \$4.35, and 28 gauge, \$4.60.

Fleur de Lis—16-20, \$3.65; 22-24, \$3.75; 26, \$4.10; 28, \$4.30.

Colborne Crown—16-20 gauge, \$3.70; 22-24 gauge, \$3.90; 26 gauge, \$4.15 and 28, \$4.40.

Disston's Saws.—New prices are to prevail for Disston's saws, the advance being approximately 7½ per cent. to cover the advance in the duty.

Food Choppers.—New prices for food choppers have been prepared, as follows: Universal—No. 0, \$1; No. 1, \$1.08; No. 2, \$1.35; No. 3, \$1.95; No. 3-44, \$6.70; No. 2-33, \$2.50; No. 3-04, \$4.10 and No. 3-31, \$2.30. Gem—No. 20, 95c; No. 22, \$1.10 and No. 24, \$1.60.

Builders' Hardware.—New prices have not as yet been adjusted by Canadian manufacturers. The delay is due to the

NEW QUOTATIONS.

New prices are announced in Montreal this week on the following lines:

Wire nails, \$2.40 base.

Tin, 50c to 60c lb.

Solder, 30c and 32c lb.

Brass—springs advance to 33c.

New prices on Remington ammunition.

Canada plates ordinary advance 20c; all bright 15c; galvanized 55c.

Heller's files now 67½% off; Black

Diamond, 60 10%

Angles advanced 25c to \$2.75.

New list for Yale latches; advance

7½%.

Bright staples now \$2.65; galvanized,

\$3.00.

Barb, coil spring and plain fence

wires advance 20c.

New prices on hay wire—No. 13, \$2.35

Harvest tools now 40 and 12½% off.

Heath hay knives, \$7.75 a dozen.

Scythes advance 25c all round.

Curry combs now 30% off.

Jenkins' valves, 45 and 5% off.

Black sheets advance 20c to 35c.

Galvanized sheets advance 10c.

Disston's saws advance 7½%

New prices for Universal and Gem

food-choppers.

New prices for galvanized tubs.

New schedule of prices for tacks;

effective March 8th.

fact that the former discounts were made to apply to articles of different metals and it is now necessary to make distinctions owing to the different increases in the cost of the raw materials.

Bolts and Screws.—The demand has been light and particularly so in view of the higher prices which went into effect last week. Quotations are firm.

Iron and Lead Pipe.—The situation is very firm, although demand is slow. Prices are 7½c for lead pipe and 9c for lead waste pipe and these prices, like the quotations for iron pipe, are strictly net.

Utensils.—Spelter and tin are important factors in the manufacture of utensils and material advances are warranted by the present prevailing prices. If the market holds, readjustments will have to be made before long. Following are higher prices for galvanized tubs: No. 0, doz., \$5.32; No. 1, doz., \$7.13; No. 2, doz., \$7.76; No. 3, doz., \$8.86.

Tacks.—The rolling mills have issued new quotations for tacks of all kinds, the revised list going into effect March 8th. The new list is published in one of the panels. There is a general advance noted. Special nails are also affected.

TORONTO.

TORONTO, March 11.—There has been a slight improvement in the hardware trade during the past week, and spring orders are increasing in volume. This is more with regard to the country trade, and, considering the conditions prevailing, business might well be said to be satisfactory. The city trade, on the other hand, is dull, being

TORONTO QUOTATIONS.

Tin	57c
Copper	16¾c
Lead	5.60c
Spelter	15c
Antimony	25c
Aluminum Ingot	23½c
Aluminum Pattern	24½c
Solder, ½ x ½	33c lb.
Wire Solder	34c lb.
Wiping Solder	27c lb.
Tinker's Bar Solder	35c lb.
Wire Nails	\$2.35 base
Cut Nails	\$2.70 base
Poultry Netting	45%
Pure Manila Rope	14½c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9½c base

more affected by the unsatisfactory industrial conditions. There is, however, a more optimistic spirit in hardware circles, and with the approach of spring this should increase. An improvement in the situation in the war zone will go a long way towards stimulating business here.

The effect of the new tariff is still being felt, and all price revisions have not yet been completed. Further adjustments are being contemplated, but as this work entails considerable trouble, and owing to many things which have to be taken into consideration, some time must elapse before the revision is completed. The more important changes this week are in wire nails, scythes, jute packing and metals. All galvanized goods, such as sheets, wire and pipe, will no doubt advance again owing to the high cost of spelter. All imported lines, if they have not already advanced, will do so to cover the extra duty of $7\frac{1}{2}$ or 5 per cent., as the case may be.

There is no change in the situation with regard to builders' hardware, and indications point to a comparatively quiet time in the building trade for the next month or so. Considerable interest is being shown in the metal markets on account of the sharp advances in some metals. The rope market is very unsettled, due to the increased cost of raw material, shortage of supplies and high freight rates. Wire nails have advanced to \$2.35 base, and some dealers think that the top of the market has not yet been reached.

The Metals.—There has been a slight improvement in the volume of business this week, but it has not been up to normal. The markets are showing greater activity than for some months, due to great strength in the primary markets. Tin and spelter have been advancing gradually for some time, but this week have taken a big jump of 10c and 3c respectively. Shortage of supplies is the reason for this, and in the case of spelter the situation is serious. Antimony has made an important advance of 4c, while copper and lead are both firmer. The natural result of the advance in tin has been an increase in the price of all solders, half-and-half having advanced 6c per pound. Antimony is unchanged at 23c per pound. Prices of all metals are given in the panel on accompanying page.

Tin.—The shortage of steamers and congestion at the London docks has caused a sharp advance in the tin market. It is also stated that some dealers are refusing to part with their supplies. Tin has advanced 10c, and is quoted locally at 56c-57c per pound.

Copper.—There has been no change in the situation, but producers report the market as being very strong on a large

export demand. Prices have advanced $\frac{1}{4}$ c, and are firm at $16\frac{3}{4}$ c per pound.

Spelter.—The spelter market is demoralized, and quotations are more or less nominal. Some metal, however, has been bought at the high figures, when urgently required by consumers. There is no spelter offering locally, and the price continues to go higher, being now quoted at 15c per pound, representing an advance of 3c.

Lead.—The lead market is strong and advancing, as there is a growing demand both for export and from domestic consumers. There has been an advance of 10c per 100 pounds, and the price is firm at \$5.60 per pound.

Antimony.—Prices continue to strengthen, and prices on Cookson's and

NEW QUOTATIONS ON TACKS.

The following schedule for tacks went into effect on March 8th:

Tacks:

Strawberry box, bulk, 75 $12\frac{1}{2}$ %
Cheese box, blued, bulk, 85%
Trunk tacks, blued, 80%
Carpet tacks, blued, 75 $12\frac{1}{2}$ %
Carpet tacks, tinned, 80%
Carpet tacks, in kegs, 40%
Cut tacks, blued, in dozens only, 75 $12\frac{1}{2}$ %; quarter weights, 40 20%
Swedes cut tacks, blued and tinned, bulk, $82\frac{1}{2}$ % $2\frac{1}{2}$ %; in dozens, 70 10%
Swedes upholsterers, bulk, 87 $\frac{1}{2}$ %
Swedes brush, 65 $7\frac{1}{2}$ %
Swedes glimp, 75 15%
Zinc tacks on application.
Leather carpet tacks, 20 $2\frac{1}{2}$ %
Copper tacks, 45 5%

Nails:

Copper nails, 50 10%
Trunk nails, bulk, 60 5%; tinned, 60 5%
Clout nails, blued, 60 5%; tinned, 60 5%
Chair nails, 30%
Cigar box nails, 30%
Patent brads, 30 $7\frac{1}{2}$ %
Fine finishing, 30 $7\frac{1}{2}$ %
Picture frame, $2\frac{1}{2}$ %
Lining tacks, solid head, bulk, 70 $12\frac{1}{2}$ %
Glaziers' points on application.

Hallett's are entirely nominal, as there are practically no supplies. Antimony has advanced 4c, being now quoted at 25c per pound.

Solders.—All solders have advanced on account of the continued strength in the tin market. Half-and-half is now quoted at 33c; wire solder, 34c; wiping, 27c; and tinkers' bar, 35c per pound.

Bar Iron and Steel.—Quotations on Pittsburgh bars have stiffened, and for April delivery have advanced $2\frac{1}{2}$ c to 5c per 100 pounds. Prices on bars for immediate delivery, however, are unchanged. Canadian mills are quoting bars at \$2.05 base.

Scrap Metals.—Copper and brass scrap have again advanced $\frac{1}{2}$ c per pound. The new quotations are as follows:—Heavy copper, $11\frac{1}{2}$ c; heavy

brass, $8\frac{1}{2}$ c; light brass, $6\frac{1}{2}$ c; heavy zinc, 7c per pound.

Lead and Iron Pipe.—The market is unchanged and prices are firm. Lead pipe is quoted at $7\frac{1}{2}$ c and waste pipe 9c net. Prices on iron pipe are given in the current market quotations.

Poultry Netting.—The new discount of 45 per cent., announced last week, covers all meshes.

Wire Nails Higher.—The advance in wire nails predicted in Hardware and Metal has materialized. The new price is based on the price of rods imported from the United States. Wire nails are now being quoted at \$2.35 base f.o.b., Toronto, Hamilton and London. For Montreal, Gananoque, Collingwood and Owen Sound, \$2.40 base, and \$2.42 $\frac{1}{2}$ base for Windsor and Walkerville. Cut nails are unchanged at \$2.70 base.

Scythes.—There has been an advance in scythes of 25c per dozen.

Wire.—Smooth steel wire is maintained at \$2.30 base. Prices on galvanized wire have been withdrawn, pending a revision when an advance will be announced.

Galvanized Sheets.—The market is very unsettled, and a further advance in prices may be expected any time, seeing that spelter continues to go higher.

Kitchen Utensils.—Prices are firm, with a possibility of galvanized ware advancing.

Spades and Shovels.—A revision of prices is being contemplated, and an advance will be announced in the near future.

Jute Packing.—An advance of $\frac{1}{2}$ c per pound on jute packings is now in effect, due to conditions prevailing in the jute market. The new quotations are: Fine jute, 9c; beaver, 8c; and coarse sewer, 7c per pound.

Rope and Twine.—The situation in the rope market shows no improvement. Raw materials are becoming more difficult to obtain, and are also advancing in price on account of high ocean freight rates and war insurance. Supplies of Russian and Italian hemp have been cut off, and African hemp is also becoming scarce. There is practically no sisal being shipped from Mexico owing to the very unsettled conditions in that country. Manila has advanced, and supplies are difficult to obtain. It is stated that the jute crop is not as large as was anticipated, which with the higher freight charges will have a tendency to stiffen prices on jute products. All indications point to higher prices for rope and twine.

Harvest Tools.—All brands of harvest tools have advanced 5 per cent., the new discount being 40 and $12\frac{1}{2}$ per cent. The new discount on "Samson" tools is 40 and $7\frac{1}{2}$ per cent.

LONDON.

LONDON, Ont., March 11.—Business is fairly good and has shown considerable improvement during the past few days. An early spring would make business fine here. Trade in rural communities appears to be about normal for this season of the year.

Nails Advance.—Wire nails have advanced 15 cents per keg and are now quoted at \$2.35 base for wire nails f.o.b. London; cut nails are quoted at \$2.70 base.

Harvest Tools Advance.—Harvest tools have advanced 5 per cent., and are now quoted at 40, 12½ per cent. New prices are out on scythes and range from \$7.25 per dozen to \$11.75 per dozen. Snathes are quoted at 30 per cent. discount, making the net price as follows:

	Per doz.
No. 3 Patent	\$7.35
No. 2 Patent	7.70
No. 1 Patent	8.40
No. 20	8.75
Brush	8.40

Clothes Lines Advance.—All sizes of wire clothes-lines have advanced 15c per 100 ft.

Hose Couplings, Etc.—Quotations on hose-bands are: ½ in., 23c doz.; ¾ in., 23c doz.; 1 in., 38c doz. Hose couplings: ½ in., \$1.19 doz.; ¾ in., \$1.25 doz.; 1 in., \$2 doz. Hose nozzles are quoted from \$3.65 to \$4.40 doz.

Rubber Hose.—The following prices are quoted on rubber hose: Competition, 70, 10 per cent.; Cable, 70 per cent.; Leader, 60, 10 per cent.; Corrugated multi-ped, ½ in., 11c per foot; ¾ in., 14½c per foot.

Rope, Twines, Etc.—No change has taken place in rope prices which are as follows:

Pure Manila	14½c lb.
British Manila	11c lb.
African hemp	11c lb.

Twine prices for 1915 have not yet been issued.

Glass, Paints, Etc.—Glass, putty, lead paints, oils and turpentine remain at last week's quotations.

WINNIPEG.

WINNIPEG, March 11.—The general tone of business in the West continues to be satisfactory as far as the smaller places are concerned especially. Business in the cities, of course, has fallen off, but the general trend of business is encouraging.

Price changes have come thick and fast, and it is very evident that there will be continual revisions in prices, probably continuing until the end of April. All the changes, of course, are in an upward direction, and almost without exception they are the result of the 7½ per cent. additional duty. Advances in spelter have necessitated increases in

lines into the manufacture of which spelter enters largely. Galvanized ware, for instance, has been advanced about 2½ per cent., present quotations being for heavy, 25 and 2½ per cent. off, and for light 25 and 12½ per cent. off.

Wire and Poultry Netting Up.

Advances in poultry netting, putting the discount at 40 per cent. instead of 50, have also resulted from a rise in putting the discount at 40 per cent instead of 50 have also resulted from a rise in spelter, and from this cause also has

WINNIPEG QUOTATIONS.

Anvils:	
Peter Wright	13c per lb.
Clip Horn	14c per lb.
Norris	11c
Boiler Tubes, 2"....per foot	10½c
Solder	30c-31c lb.
Linseed Oil, raw	79c gal.
Linseed Oil, boiled	82c gal.
Poultry Netting	40% off
Turpentine	75c
Wood Alcohol:	
Single gals	\$1.20
Five gals.	\$1.15
Galvanized Iron, 28	
Apollo:	
Fleur de Lis	\$5.25
Queen's Head	5.60
Corrugated Sheets, 28-gauge	
galvanized	\$3.45
Glass, First Break	\$5.25
Rope, Pure Manila	16c
Sheet Zinc:	
Cask lots	13¼c
Small lots	13½c
Blue Stone, per lb.	6c
Hinges:	
Corrugated Strap	4, 90c
Corrugated T.	4 \$1.10
Lanterns all up	25c
Iron Pipe:	
Galvanized, 1 inch	\$7.70
Black, 1 inch	5.80
White Lead:	
Pure, ton lots \$9.45 less	\$9.75.
Barb Wire per Spool:	
Lyman 4 point, Ft. William	\$2.10
Winnipeg	\$2.45
Paris Green:	
1-lb. pkgs., per case	23½c
Galvanized wear, heavy, 25 and	12½% off.

come the advance in barbed wire—an advance of about 5c, given in detail elsewhere.

Bale ties have also risen because of the advance in zinc, the increase being 25c.

Screws are another line which have shown considerable advance this week, bright iron round-head now being quoted at 80 and 10 per cent. off instead of the old discount of 80, 10 and 5 per cent. off. Flat head are quoted at 85 and 10 per cent. off; round head brass at 70 and 5 per cent. off, and flat head brass at 75 and 5 per cent. off.

Spades and Shovels Will Go Up

So far there has been no increase in shovels and spades, but dealers will be very well advised to go over their stock at once, see what they will need in this line, then place their orders without delay. Shovels and spades are going to advance.

Solder has advanced again, being now quoted from 30 to 31c. Shoe thread which advanced some little time ago, has again risen 10c due to the difficulty of getting the necessary flax. There is a steady call for this line.

A new price has been set for rim knob locks No. 600, these being now quoted at \$1.60 per dozen.

New Prices for Paris Green.

Before long the demand for Paris green will be becoming heavy. Here there has been an advance largely resulting from tariff, 100-lb. drums now selling at 21¼c and 1-lb. packages in cases at 23½c; ½-lb. packages in cases, 25½c.

Batteries remain at the price set some little time ago. Zinc, of course, is a very important product in these, and the price of it has risen from \$6.40 per cwt. to \$13.50 per cwt. Zinc, of course, is one of the big products, and the cost of production is necessarily greatly increased by this advance. Manganese is going higher and it would seem that before the season is over, advances in batteries will of necessity be made.



WEEKLY PAINT MARKET.

(Continued from page 46.)

ther price changes, but supplies are being interfered with and further advances are not at all unlikely. Prices are given in the current paint market quotations.

Floor Wax.—There has been an advance in prices in some lines of floor wax, amounting to 5 cents per pound.

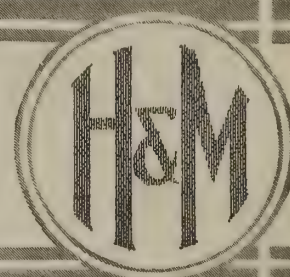
Glass.—A revision of prices is at present being considered, and a new list may be out in the course of a few days. Higher prices are anticipated on account of the extra duty.

Putty.—Prices are holding firm, although the demand is light. The increased cost of linseed oil and whiting may necessitate an upward revision of prices. The following prices are for standard putty in less than ton lots:—

	Per 100 lbs.
Bulk, bbls., 800 lbs.	\$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs.	3.00
Pure putty, 60c per cwt. advance.	



Paint Department



Prepared Paint is the Best

Salesmen Can Use Many Arguments in Convincing Customers That Ready-Mixed Paint is Superior to the Hand-Mixed Product.

By HENRY LEWIS.

THE ever-increasing popularity of good ready-mixed paints is gradually crowding out the old time antagonistic attitude of many people towards the ready mixed product. The retail salesmen still meets a few of the old-timers who say that they are afraid ready-mixed paints are made of water, benzine, etc., and other ingredients that were not used in the good old days when paint was mixed by hand.

In order to convert a non-user of prepared paint to the use of same a salesman must use many arguments and also be thoroughly convinced himself that he is doing the proper thing in advocating the use of the ready-mixed article.

There are a large number of good quality paints on the market, in fact the life of a firm that does not put quality in the goods is usually a short one in this discriminating age. Progress in paint making has been steady and scientific. There are still two kinds of paint being used, one mixed by hand, the other by machinery. One must be prepared and the other is ready for use. That there are these two kinds of paint is due to the same progress that has given us two ways to make clothes, one with a hand needle and the other with a sewing machine; two ways to reap grain, one with a power reaper, cutting binding, and gathering, the other with a hand cradle such as our grandfathers used. The same rule applies to the mixing of cement or concrete, in the former days it was done by hand and to-day we have the powerful and efficient cement mixers.

It has been said paint-making was once an art, then a trick, and now a science.

The wear on paint in the days when hand-mixed paint held the upper hand was not as great as it is to-day. The wood was better in a great many cases. With conditions at that time much more favorable for the longevity of paint, the painters often had difficulty with the paint chalking when only lead and oil

was used. Manufacturers' experts have studied the manufacture of paint on a scientific basis. They test their products on all kinds of lumber and other materials and in all kinds of climates. The leading paint-makers have also gone to considerable expense in securing competent chemists, well equipped laboratories, testing rooms and a great amount of testing apparatus that enable them to secure technical knowledge regarding their products whereby they can produce paint of the highest quality and efficiency.

If it were the desire of paint makers to work principally for profits rather than quality, they could readily do so by dispensing with much of their up-to-date equipment and resort to the methods and material of those who mixed their paints by hand.

Among the many points that may be urged in favor of prepared paints over the hand-mixed article is that the paint is ground finer and kneaded more thoroughly by modern machinery than can possibly be done by hand. One of the powerful grinding machines can grind more paint in one hour than a painter could do in several days, not to mention the thoroughness of the grinding done by the machine. The severe tests to which the raw materials and finished products are subjected by the manufacturers also ensure better results and better quality than can be produced by a painter who cannot base his work on these tests. It has been proven beyond a doubt that good ready-mixed, machine ground, paint will cover a much greater surface than the hand-mixed article and the covering will be much more even, thus ensuring longer wear; it will also spread more easily and is not as liable to leave brush marks as the old style paint.

There is also a great advantage on account of one's being able to secure a large range of colors, and where a user runs short of a small amount of paint

to finish a job, he is able to purchase a small can and feel reasonably sure that he is getting exactly the same color. This is impossible when using hand-mixed goods as there is great danger of the second or third mixing being a different color.

It is an easy matter for a customer to say that lead, oil and other materials will make good paint. This may be true to a certain extent, but there are very few people indeed outside of the large paint factories who know the exact proportions of these articles that should be used. Each color is studied by the experts employed by the manufacturer and ingredients suitable for that color are used in the making of it. The good pigment properly ground and mixed by the manufacturers up-to-date machinery gives a density to the paint that assures better covering qualities than hand-mixed paint and affords better protection to the surface.

There are a great many other points that may be brought out by the salesman such as convenience in re-ordering, re-sealing the cans if there is some of the paint left over, and also the guarantee of the paint manufacturers. Where hand-mixed paint is used, the party mixing the paint may use impure lead, oil, or other materials, not intentionally, but for the reason that they have no method of testing the quality of the goods.

STAINLESS CUTLERY.

A recent report of the Trade and Commerce Department states that a new type of steel for table knife blades has been introduced by an English firm, and, by its use, it is claimed that the daily task of knife cleaning will be eliminated. This particular steel, whilst equal to the ordinary type in cutting and wearing qualities, retains its original bright surface in use even after contact with acid foods. Hence it is claimed that the knives only need to be wiped or washed after they come from the dinner table.

One or two cutlery makers are already producing their table knives from this steel after having carried out exhaustive tests, which establish the claim that it will neither rust, stain, nor tarnish.

The Bowser Wire Cloth Display Rack

will give you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

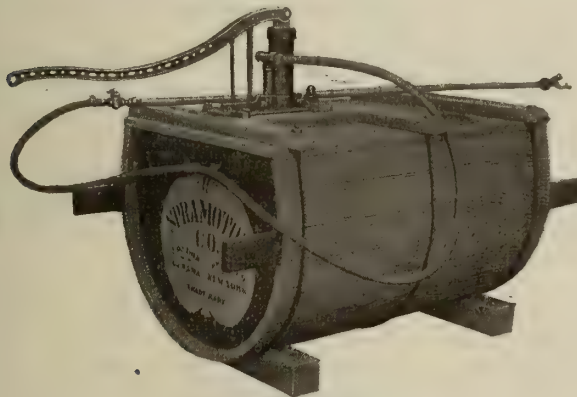
IT DOES AWAY WITH AWKWARDNESS IN UNROLLING, SAVES MUCH TIME, DISPLAYS THE STOCK INSTANTLY IN A VERY ATTRACTIVE AND EFFECTIVE MANNER.



Let us put you in touch with some users—they'll tell you how valuable this system of wire cloth display really is.

Get down your request for full particulars now.

R. M. BOWSER & SON, Renfrew, Pa.



Here's a Money-maker

Carry the SPRAMOTOR line of spraying outfits and accessories. They are standard and staple—you can't lose on them by depreciation. There are customers for the

Spramotor

It isn't a SPRAMOTOR unless we made it

all around you, wherever you are located. Our steady advertising for many years past makes it easy for agents to clinch good sales, and take sure profits

Write for our agency proposition.

Made in Canada—No duty to pay.

SPRAMOTOR WORKS

2172 King St., London, Canada 2602 Erie St., Buffalo, N.Y.



What This Trade-Mark Means—

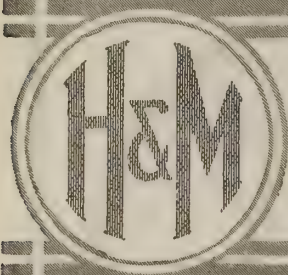
It means satisfaction for your customers and profit for yourself. For every package bearing this mark is backed by the skill and knowledge resulting from 57 years of most successful varnish making.

Avail yourself of the sure protection afforded by this mark. Sell to your trade a varnish that has proven itself—by years of actual service—a product of sterling merit. Write for dealer proposition.

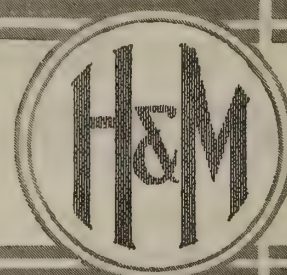
BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

Walkerville, Ont.



Weekly Paint Markets



MONTREAL.

MONTREAL, March 11.—Conditions in the paint trade continue brisk, the situation on the whole being equal to a year ago with an improvement in country business. There has not only been a better buying feeling on account of the tariff advances and the generally strong market, but the approach of spring is bringing a seasonable interest in orders which in many cases have been held until the last moment owing to the tendency to deal on the hand-to-mouth basis so far as possible; then, too, there has been the indirect influence of unusually spring-like weather, which not only indicates the possibilities of an early demand, but also is likely to presage the opening of navigation before the usual time.

Price changes of the week are not important. The situation does not lack interest in relation to higher costs, and the tendency is upwards all round as regards raw material and finished products. However, for the time being, where there are supplies on hand the old quotations generally prevail. The greatly increased ocean freight rates have a direct bearing upon such commodities as whiting and Paris plaster. New stocks are likely to cost nearly double the former figures.

Linseed Oil.—So far as the trade is concerned this market is very much upset and the big spread in prices which has been previously referred to continues. A low of 68c for raw is heard and boiled 3c above with a high quotation of 72c and 75c respectively. Generally speaking the situation is firmer so far as the crushers' quotations are concerned, but at the same time there are reports that sales are being made in the trade a couple of cents under the bottom level for which prices are given. Crushers are charging 69½c and 72c as a week ago, but the price is inclined to be firmer and the flax situation indicates higher prices. The weakness of the situation in the trade as revealed by the low quotations is due to cheap stocks in the hands of dealers and slack demand.

	Raw.	Boiled.
1 to 2 bbls.	68c 72c	71c 75c
3 to 5 bbls.	67c 71c	70c 74c
6 to 9 bbls.	66c 70c	69c 73c

10 bbls. and over. 65c 69c 68c 72c
5-gal. lots 70c 74c 73c 77c
5-gal. cans 50c each; 10-gal. cans 75c each.

Gasoline and Benzine.—Prices for gasoline and benzine show no further change but the situation is very firm. Demand shows some improvement with the approach of spring and the opening of navigation. Gasoline in drums is quoted at 15c and tank wagon at 14½c.

Turpentine.—The situation here shows little change and the big spread in prices continues; the range is from 66c to 70c, with the average 66c to 68c, and refiners are quoting 67½c.

	Per gal.
½-bbl. lots	69-73c
1-bbl. lots ..	66-70c
2 to 4-bbl. lots	65-69c
5 to 10-bbl. lots	64-68c

Glass.—The glass situation continues unsettled. Advances have not been made following the increase in the tariff, but are still under consideration. Although higher quotations are the logical result of the higher duty, a change is not unanimously favored owing to the slack demand and the fact that there are considerable stocks on hand which are not affected by the tariff increase.

White Lead and Zinc.—In sympathy with the phenomenal advance in the price of spelter, the market for zinc, both dry and in oil, has been materially affected. While the quotation for Extra Red Seal—12c—remains unchanged with some firms, others have advanced or withdrawn prices. The situation is due to the fact that the volume of business in this commodity is not heavy and dealers are acting in accordance with their individual position. For instance, while general advances have not been made, prices as high as 20c have been heard in New York. Should conditions continue as they are until stocks are exhausted, prices are likely to double. Lead is firm on the advance made following the tariff change, the base being \$8.70 in ton lots.

Whiting, Colors, Etc.—The putty market is very firm and higher prices will undoubtedly develop if the situation in relation to ocean transport continues. Whiting imported to-day would command a price about double the present quotation. This also applies to Paris plaster

and other commodities which are influenced by the ocean carrying charges. Prices for dry colors continue very unsettled.

TORONTO.

TORONTO, March 11.—Country trade continues to be satisfactory, considering the conditions prevailing. The city trade is quiet, and has hardly started to move yet; with the approach of milder weather, however, business should pick up. Price adjustments have not been completed, and there have been no further changes this week on that account. It is highly probable that a new and revised list for glass will be out in a few days, the higher duty necessitating a change in prices. It is also possible that putty may be advanced. Linseed oil has advanced 1c per gallon. All other lines are unchanged. Collections do not improve much, and are still slow.

Linseed Oil.—Oil has advanced 1c per gallon, but the present quotations are considered to be low, considering the crushers' prices. Business is quiet, but if the demand increased materially dealers would no doubt ask higher prices. The following prices are firm, and are being quoted in Toronto:—

	Raw.	Boiled.
Single bbls.	72	75
3 to 5 bbls.	71	74
6 to 9 bbls.	70	73

Turpentine.—Stocks of turpentine in the South are reported to be low and decreasing, but prices are holding firm. Lower prices on single barrel lots than those given below, however, are heard of in some quarters. The following prices are generally being quoted in Toronto: Single barrels, 68c; 2 to 4 bbls., 67c; 5-gallon lots, 77c.

Gasoline and Coal Oil.—Gasoline is moving more freely, but coal oil sales are falling off. Gasoline is quoted at 18c per gallon, and coal oil prices are given in the current paint market quotations. Benzine is dull at 18c per gallon.

White Lead.—A fair demand continues. Prices are given in the current paint market quotations.

Dry Colors.—There have been no further changes.

(Continued on page 43.)



TAKE OUR ADVICE

**“Buy at once your Paint Stock
for Spring at to-day's Market
—and buy Liberally.”**

Place your Spring order as quickly as possible. The New Customs Tariff and High Freights have increased the cost of all raw materials and therefore, Paints, Colors, Enamels, Putty, Varnishes, etc. **cannot be sold at present prices much longer**

White Lead is higher than for years. Zinc Oxide, formerly imported from Germany, Belgium and France, is at a record price, and Spelter, from which it is manufactured, is worth twice as much as before the War. Other paint pigments have advanced at least equal to the additional war tax, and Chemical Colors, such as Bright Reds, Chrome Yellows, Greens, etc., the raw materials for which were largely imported from Germany, are not only costing much more, but in some cases supplies are not likely to be long available. **Minerva Prepared Paints** and other Products we are still offering at “before the War prices,” and will continue to do so as long as our stock permits.

If your **Minerva Paint** order is already with us, check your stock and see that you have enough; if you have not placed the order, **do so at once and order liberally**, as it is our desire that all our Customers should get their Spring stock at this comparatively low level. Nothing can be gained by delay, as under existing conditions **lower prices cannot be expected this season.**

Fortunately there is every indication of a good Spring paint trade, which is nothing more than should be expected with the present prosperous conditions prevailing in our agricultural districts.

Do not hold your order, mail it to us at once.

PINCHIN, JOHNSON & CO. of Canada

Paint, Color and Varnish Manufacturers

TORONTO, ONT.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and "Crown" Black Powder, 30 and 10%; "Sovereign" Bulk Smokeless Powder, 30 and 10%; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Canuck Smokeless, 35%. Empty Shells, 30 and 10%. 90 days net Remington, 25, 10, 5%; Nitro (Inb. 25, 7½%; America, 30, 10, 10%).

Shot standard, 100 lbs., \$15, 45 p.c.; cash discount, 2 p.c. 30 days; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or Hall's 25 00 25 00

ANVILS.

Buckworth, per lb. 0 10½

AUGERS.

Ford's auger bits, 30 and 10 p.c. Irwin's auger, 45 p.c. Gilmore's auger 70 p.c. Rockford's auger, 50 and 10 p.c. Gilmore's car, 47½ p.c. Clark's expansive, 40 p.c.

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75 9 50
Double bit 10 50 12 00
Hunters' Axes 5 00 6 00
"Boys" Axes 5 75 6 50
Bench Axes, Samson.

No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

B

BABBITT.

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminoid, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A," "B," "C," "D," No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooner's Copperline, Tough, Hard, Finest, No. 1 and 2, Nicoluminum grades, No. 1, 2, 3, Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE. Montreal Toronto

Single bbls., gal. 0 18½ 0 18
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1), 1½ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 57½%. Machine Bolts, ¾ in. dia. and smaller, 70%. Machine Bolts, 7-16 in. dia. and larger, 60%. Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%. Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%. Coach and Lag Screws, 75%. Skirt Bolts, 72½%. Square Head Blank Bolts, 60%. Bolt Ends, 60%. Plow Bolts, 55 and 10%. Elevator Bolts, 60 and 5%. Fancy Head Bolts, 50 and 5%. Shaft Bolts (\$3) list, 50 and 5%. Step Bolts, large head (\$3) list, 50 and 5%. Whiffletree Bolts, 50 and 5%. Nuts, square, 4¼c off list. Nuts, Hexagon, 4¼c off list. Stove Rods, per lb., 5½ to 6c. Stove Bolts, 82½%. Tire Bolts, 75%.

BRASS.

Per lb
Springs, sheets, up to 20 gauge 0 33
Rods, base ½ to 1 in. round 0 24
Tubing, seamless base 0 26
Tubing, iron pipe size, 1 in. base 0 26
Copper tubing, 4c extra.

BUTTS.

Plated, hower barff and nickel, No. 241, 45%. Wrought brass, 45% off revised list. Cast iron loose pin, 60%. Wrought steel fast joint and loose pin, 70 and 5%. Crescent brands, 70%.

BARS (Clothes).

3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22... 4 25
No. 1, ¾ inch rim, 18x24... 4 75
No. 2, ¾ inch rim, 18x28... 5 25
No. 3, ¾ inch rim, 20x30... 5 90
No. 0, ¾ inch rim, 16x22... 4 60
No. 1, ¾ inch rim, 18x24... 5 30
No. 2, ¾ inch rim, 18x28... 5 60
No. 3, ¾ inch rim, 20x30... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x60 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve.... 19 00

BOARDS (Wash).

Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass) 3 75
Western King (Enamel) ... 3 50
Reaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 33 1-3%. Creamery cans, 33 1-3%. Railway cans, 40 and 10%. Hand, delivery and creamery cans, 33 1-3%. Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Retinned, 70 and 10%. Plain, 70 and 20%. Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketted.

1 gal. jacketed, per doz. .. 2 70
2 gal. jacketed, per doz. .. 3 60
3 gal. jacketed, per doz. .. 4 20
5 gal. jacketed, per doz. .. 4 50
10 gal. jacketed, per doz. .. 8 40

CEMENT AND FIREBRICK.

Less than carload lots .. 1 85
Portland, per bbl., carload lots, f.o.b. Toronto 1 55
White Bros. English. 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 23 00 28 00
Fire Brick, English. 17 00 21 00
Fire Brick, Am., low. 23 00 26 00

Fire clay (Scotch), net ton 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.) .. 0 17
Cement (in 5 and 10 gals.) .. 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80

Carpenters lead pencils, per gross ... 2 40 6 75

Crayons, per gross.. 0 20

CHISELS.

Cold chisels, 5x6 in., doz. 2 20
Bevel edge, 1 inch, doz. ... 2 50

CHAIN.

Proof coil, per 100 lbs. ¼. \$8. 5-16, \$5.35; ¾, \$4.60; 7-16, \$4.30; 1½, \$4.05; 9-16, \$4.05; ¾. \$3.90; ¾, \$3.85; ¾, \$3.65; 1, \$3.45.

Electric Weld Coil Chain—RB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$6.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

Curry Combs, 30%.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40 and 40 per cent.; f.o.b. Ottawa, Kingston, and Montreal, 37½ and 10 p.c.

CLEANERS (VACUUM).

Eureka Electric, each \$35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combin'g Cleaner 6 50
Cadillac Electric, Model C. 18 00
Cadillac Electric, Model D 20 00

COMPOUND.

Soclean Sweeping. Per case.
4½ lb. size, 2 doz. in case. 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case .. 6 75

COPPER.

Montreal Toronto
Casting ingot \$16 50 \$16 50
Bars, ½ to 2 in. 25 00 27 50
Plain sheets, 14 oz., 14x28 in., 14x60 in. 23 00 29 50
Copper sheet, tinned 14x60, 14 oz. 25 50 30 50
Copper sheet, planished, 14x60 base. 31 00 37 50
Braziers' in sheets, 6x4 base 26 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 25½

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. ... 3 50

CANADA PLATES.

Ordinary, 52 sheets .. 3 10 3 00
All bright, 52 sheets. 4 25 4 00

Galvanized.

Apollo Crown Gorbals
18x24 5 25 5 25 5 25
60 5 50 5 50 5 50
20x28 9 70 9 70 9 70
20x28 10 20 10 20 10 20

M.L.S. and Famous—

Per box
I C, 14x20 base \$7 00
I X, 14x20 base 8 00
I X X, 14x20 base 9 25
I X X X, 14x20 base 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 25
I X, 14x20 base 6 25
I X X, 14x20 base 7 25
I X X X, 14x20 base 9 75

"Allaway's Best" Standard Quality.

I C, 14x20 base 4 75
I X, 14x20 base 5 75
I X X, 14x20 base 6 75

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., \$9; 200 lbs., \$8.75.

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 50
20x28, double box 9 00

CLEVICES.

7½c per lb

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 82
Big Ben 2 00
Baby Ben 2 00

CROWBARS.

4½c per lb.

D

DRILLS.

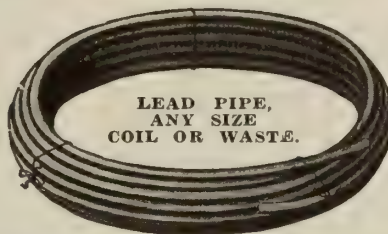
Bit Stock Drills, 60 and 5 p.c. Wood Drills, 35 p.c. Straight Shank Drills, 50 and 10 per cent.

MADE IN CANADA



Harris Heavy Pressure
The Babbitt Metal
"WITHOUT A FAULT"

WRITE FOR CATALOGUE "A"
MAILED FREE.



STRICTLY SOLDER IS A FAVORITE.



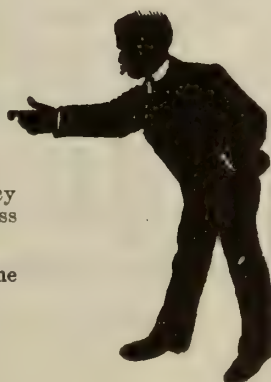
EASY WIPING SOLDER.

THE CANADA METAL COMPANY, LIMITED
TORONTO MONTREAL WINNIPEG



Our 100% value and our agency proposition make big business and profit for agencies.

Write us for proposition for the agency of your district.



Jamieson's PURE PREPARED PAINTS AND VARNISHES

are consistent in their high quality and distinctive service, and are pre-eminently superior as profit makers.

They are goods that will make the most exacting buyers your steady customers.

R. C. JAMIESON & CO., LIMITED Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

I C, 14 x 20 base ... 7 00 7 00
I X, 14 x 20 base ... 8 25 8 25
I X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double Standard
20 in. Single
7 oz. ... 0 15 1/4 6 oz. ... 0 11 1/2
8 oz. ... 0 17 1/2 7 oz. ... 0 13
9 oz. ... 0 19 3/4 8 oz. ... 0 14 1/2
10 oz. ... 0 21 3/4 9 oz. ... 0 16 1/4
12 oz. ... 0 22 3/4 10 oz. ... 0 18
15 oz. ... 0 32 3/4 12 oz. ... 0 21 1/4
15 oz. ... 0 26

Standard, Single Filled, 36-inch.
7 oz. ... 0 17 10 oz. ... 0 22 1/4
8 oz. ... 0 19 12 oz. ... 0 28 1/4

F**FILES AND RASPS.** Per cent.

Diston's ... 75
Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 60-10
Delta Files ... 65
Nicholson ... 66 1/2
Jowett's (English list) ... 27 1/2
Spear & Jackson (Eng. list) ... 35
Globe ... 75
Hellers ... 67 1/2

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 77 1/2; malleable lipped unions, 65; plugs, 60 and 10 per cent.

FIXTURES, STAIL. Doz.
Hollow ... 0 81
Solid ... 1 38

G**GALVANIZED WARE.**

Dufferin pattern pails, 42 1/2%.
English pattern, 42 1/2%.
Galvanized washtubs, 42 1/2%.
Other lines, 30 and 10%.

GASOLINE. Montreal.

Single bbls., per bb ... 18 1/2
Three bbls. and over ... 18

Any quantity, in bbls. ... 18
Drums 40-gal., per gal. ... 15

GRINDSTONES. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 25
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, 3/4-in., per gross 8 00
Jute Rope, 1/2-in., per gross 10 50
Jute Rope, 3/4-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, 1 1/2-in., per doz. ... 5 20
Web ... 2 45

HALTERS (SISAL)

3/4-in., \$9.00; 7-16 in., \$10.20; 1 1/2-in., \$11.40; 9-16 in., \$13.20; 3/4-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5 lbs. and over ... 0 06
Napping, up to 2 lbs. ... 0 06

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.

White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.

All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.

All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.

Hickory cant hook handles, 30 per cent.

Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger,
full set ... 2 40
R.W. No. 321, per doz. pr. 14 75
Stearns wood track. Special.

zenith ... 9 00
Atlas, steel covered ... \$5 25
Perfect, No. 1 ... 8 50
Perfect, No. 1 1/2 ... 9 50
Perfect, No. 2 ... 10 00
New Millo, flexible ... 6 00

Double strap hang-

ers, doz. sets ... 6 50

Standard, jointed

hangers, doz. sets ... 6 45

Steel King hangers,

doz. sets ... 6 40

Storm King and saf-

ety hangers ... 5 75

Storm King rail ... 4 25

Crown ... 4 85

Crescent ... 7 25

Sovereign ... 6 50

Chicago Friction, Oscillating

and Big Twin Hangers, 5 p.c.

Steel track, 1 x 3-16 in.

(100 ft.) ... \$3 25

Steel track, 1 1/4 in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw

No. 1 ... 13 13 15 10

No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13

Trimmed, green and

partly cured ... 0 12 0 13 1/2

Usual 2 lbs. tare.

Horsehide, with mane and

tail, up to ... 3 75

Sheep skins, up to ... 1 50

Horsehair, 35 to 35c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP

HINGES. Strap. Tee.

4 in., doz. prs. ... \$1 03 \$0 87

5 in., doz. prs. ... 1 25 1 00

6 in., doz. prs. ... 1 35 1 03

8 in., doz. prs. ... 1 84 1 38

10 in., doz. prs. ... 3 24 2 27

12 in., doz. prs. ... 4 03 3 73

14 in., doz. prs. ... 4 59 4 00

Heavy tee and strap discount,

40-10 per cent.

Light tee and strap discount,

70 per cent.

Screw hook and strap hinge—

Under 12 in., per 100 lbs. ... 5 00

Over 12 in., per 100 lbs. ... 4 25

Extra hooks for above, %

in., per lb. ... 5 1/2

Extra hooks for above, %

in., per lb. ... 5 1/2

Crate hinges and back flaps.

65 and 5 per cent.

Chest hinges and hinge hasps.

65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5,

\$18.00; No. 10, \$19.50; No. 20,

\$8.50; No. 50, \$24; No. 51, \$9.60;

No. 120, \$17.40; offset No. 192,

\$16.80.

Chicago hold back screen door

iron, gross, \$12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface door (6,000),

45 per cent.

Garden City fire house hinges.

12 1/2 per cent.

"Chief" floor hinge, 50 p.c.

HOES. Grub, 3 1/2-lb., 4 doz.

HOOKS, GRASS. English

No. 2, per doz. ... 1 60 2 50

No. 3, per doz. ... 1 70 2 90

No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80

Cyclone, doz. ... 2 40

Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and

heavy, No. 2 and larger, \$3.90;

Toecalks Standard, J. P. & Co.,
"Blunt" No. 1 and smaller, \$1.50;
No. 2 and larger, \$1.25; "Sharp,"
No. 1 and smaller, \$1.75; No. 2
and larger, \$1.50 per box. Put
up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10 p.c.
Corrugated, 1 1/2 in., ft. ... 0 11
Corrugated, 3/4 in., ft. ... 0 14 1/2
Cable, 70 per cent.
Leader, 60 and 10 per cent.

IRON AND STEEL.

Montreal Toronto
Angles ... base 2 75 2 50
Common bar, per
100 lbs. ... 2 00 2 00
Forged iron, per
100 lbs. ... 2 30 2 35
Refined iron, per
100 lbs. ... 2 30 2 40
Horseshoe iron, per
100 lbs. ... 2 40 2 40
Mild steel ... 2 15 2 00
Sleigh shoe steel ... 2 15 2 25
Domestic ... 2 30 2 00
Reeled machinery
steel ... 2 75 3 00
Tire steel ... 2 25 2 20
Sheet cast steel ... 0 15 0 15
Toe calk steel ... 2 75 3 15
Mining cast steel ... 0 07 1/2 0 07 1/2
High speed ... 0 65 0 65
Cammell Laird ... 0 15
Black Diamond tool
steel ... 0 08 0 08 1/2
Silver tool steel ... 0 13 1/2 0 13 1/2
Cold Rolled Shafting.

9-16 to 11-16 inch ... 0 06

3/4 to 17-16 in. ... 0 05 1/2

17-16 to 3 inch ... 0 65

Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case
lots ... \$9 25
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case
lots ... 9 75
extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished,
per set ... 0 78
Mrs. Potts, No. 50, nickel-
plated, per set ... 0 85
Mrs. Potts, handles, japan-
ned, per gross ... 9 00
Sad irons, common, plain ... 5 00
Sad irons, common, plated ... 5 50
Asbestos, No. 70, per set ... 1 50
Asbestos, No. 90, per set ... 1 20
Princess Electric, each ... 3 00
Ideal Electric, each ... 2 85
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).
Shelf-lock ... 12c ft.
Ontario ... 16c ft.
Faultless ... 20c ft.
Extra Heavy ... 28c ft.
Hercules ... 23c ft.
Decorator ... 18c and 20c ft.
Perfect ... 22c ft.
Chair Ladders, each ... \$2 00

(Roped Extension).

20 ft. ... \$3 00 42 ft. ... \$7 95
22 ft. ... 3 30 44 ft. ... 8 36
24 ft. ... 3 60 46 ft. ... 8 74
26 ft. ... 3 90 48 ft. ... 9 12
28 ft. ... 4 20 50 ft. ... 9 50
30 ft. ... 4 50 52 ft. ... 11 44
32 ft. ... 4 80 54 ft. ... 11 88
34 ft. ... 5 78 56 ft. ... 12 32
36 ft. ... 6 12 58 ft. ... 12 76
38 ft. ... 6 46 60 ft. ... 13 20
40 ft. ... 6 80

(Common Extension).

20 ft. each ... \$2 60
22 " ... 2 86
24 " ... 3 12
26 " ... 3 38
28 " ... 3 64
30 " ... 3 90
32 " ... 4 16
34 " ... 5 10
36 " ... 5 40
38 " ... 5 70
40 " ... 6 00
44 " ... 7 48

(Common Single).

Fruit picking ladders, long
nose, same price as common
22 ft., each ... 2 64
16 ft., each ... 1 76

14 ft. each ... 1 54
12 ft., each ... 1 20
single ladders; sort nose, 1c per
18 ft., each ... 1 96
20 ft., each ... 2 40
foot additional.

LANTERNS.

Per doz.
No. 0 Tubular Hot Blast Comet,
plain, per doz., \$5; all brass,
per doz., \$10.25; all brass,
nickel-plated, per doz., \$15.25.

Banner Buggy ... 11 00

Banner Junior ... 12 00

Trulite ... 7 25

Wrightlights ... 7 25

Beacon ... 7 25

No. 2 or 4, plain cold blast

Short globe, pattern ... 7 25

Cold blast, japanned ... 7 25

Brass, well japanned ... 9 50

All brass ... 24 25

Little Bobs A.C., doz. ... 2 15

LANTERN GLOBES.

Cold blast, short ruby ... 1 75

Cold blast, common ruby ... 1 60

Cold blast, short ... 0 65

Cold blast ... 0 60

Prism globes ... 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. ... \$3 55

No. 34, per doz. ... 12 75

No. 34X, per doz. ... 12 75

No. 37, per doz. ... 14 25

No. 042, per doz. ... 16 50

No. 42, per doz. ... 17 60

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10

24-gauge, painted metal lath 0 13

23-gauge, painted metal lath 0 18

24-gauge, galv. metal lath ... 0 17

32-gauge, galv. metal lath ... 0 19

LEAD. Montreal Toronto

Trail, 100 lbs. ... 5 60 5 60

Lead Wool, 8c lb.

Sheets, 2 1/2 lb. sq. ft. 7 50 7 50

Sheets 3 lb. sq. ft. 6 75 6 75

Sheets, 3 1/2 lb. sq. ft. 6 62 1/2 6 60

Sheets, 4 to 6 lbs. sq. ft. ... 6 50 6 50

Cut sheets, 1/4c per lb. extra.

Cut sheets to size, 1/4c per lb. extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood ... 4 00

1626x9, Walnut pointed ... 4 50

1628x12, Rosewood ... 7 50

104x24, Triple stock (net) ... 21 00

104x27, Triple stock (net) ... 22 00

104x30, Triple stock (net) ... 23 15

LINES, PLOUGH.

Russia snap, per gross ... 33 00

Indian snap, per gross ... 27 00

MACHINES (WASHING). Each

Canadian ... \$5 00

Dowswell ... 5 00

Hamilton ... 5 75

Re-Acting ... 7 50

Snowball ... 8 00

Noiseless ... 8 25

Sunlight ... 8 75

Momentum ... 8 75

Waverley ... 7 50

New Century, style "A" ... 9 00

New Century, style "B" ... 10 00

New Century, Power, style

"D" ... 24 00

New Idea, style "B" ... 11 00



The Origin of
Decorators' Pure
White Lead
dates back over
thirty years.

*The originator of this celebrated brand
of White Lead was Mr. Wm. Johnson who
afterwards formed The Wm. Johnson Co.
This Company was incorporated with
The Canada Paint Co. Ltd in 1892 and
the excellent quality which commended
Decorators' Pure White Lead to painters
from the very first has always been and is
still maintained by The Canada Paint Co.*

H. W. Bird
Manager

THE CANADA PAINT CO. LIMITED

MONTREAL · TORONTO · WINNIPEG · CALGARY · HALIFAX

¶ The fact that the successful business man is an advertiser is usually incidental. He is an advertiser because he is wise and possessed of good, sound business sense and an analytical mind. At some time or other he came to the conclusion that advertising could be made one of the mightiest factors of his business organization, and having arrived at this conclusion, he just naturally went to it and advertised.

MALLETS.		Per doz.
Tinsmiths', 2½ x 5½ in....	1 65	
Carpenters', round hickory. 1 05		
Lignum Vitae, round, 5 in. 2 40		
Caulking, No. 8, oak.....	15 00	

MANGLES.

Victor, each	\$14 25
Woodyard, each	6 60

MIRRORS, FRAMED.

		Doz.
Size glass, 4 x 6.....	1 00	
Size glass, 5 x 7.....	1 25	
Size glass, 6 x 9.....	1 60	
Size glass, 7 x 9.....	1 75	
Size glass, 8 x 10.....	2 00	
Size glass, 9 x 12.....	2 60	
Size glass, 10 x 14.....	3 10	
Size glass, 10 x 17.....	3 75	

MOPS.

Mops, O-Cedar, doz.....	\$12 00
S. W. Mops, doz.....	8 25
New Wizard, small, doz...	8 00
New Wizard, large.....	10 00
Mop sticks, doz.....	1 10
Cast head mops, doz.....	1 35
Cruscent, doz.....	1 50
Crank wringing, doz.....	4 75
Extra Cloths.	
Challenge, doz.....	2 10
Woven, cloths, doz.....	1 35

N**NAILS.**

Standard steel wire nails.	
Toronto, \$2.35 base; Montreal.	
\$2.40 base; London, \$2.35 base.	
Cut nails — Montreal, \$2.50;	
Toronto, \$2.70; London, \$2.70.	
Miscellaneous wire nails, 75%.	
Coopers' nails, 33 1-3%.	
Pressed spikes, ½ diameter,	
per 100 lbs., \$3 base.	

NAILS (HORSE SHOE).

Capewell.		Per box
No. 4, in 25-lb. box.....	\$3 75	
No. 5, in 25-lb. box.....	3 75	
No. 6, in 25-lb. box.....	3 50	
No. 7, in 25-lb. box.....	3 25	
No. 8, in 25-lb. box.....	3 25	
No. 9, 10, 11 and 12, in 25-lb. box	3 00	
Less 10 and 6 per cent. off.		

NAILS (HORSE).

M.R.M. cold forged process	
1st, 10th January, 1912.	

Size.	Length.	25-lb. box.
No. 3, 1½-in.	\$4 10
No. 4, 1½-in.	3 75
No. 5, 1½-in.	3 50
No. 6, 2¼	3 10
No. 7, 2½-in.	2 90
No. 8, 2¼	2 75
No. 9, 2 11-16	2 60
No. 10, 2½	2 50
No. 11, 3 1-16	2 45
No. 12, 3¼	2 45

NETTING, POULTRY.

45% off.

OAKUM.

		Per 100 lbs.
Best (American)	10 50	
U.S. Navy (American).....	9 75	
New hemp (English).....	7 00	
U.S. Navy (English).....	6 50	
Navy (English).....	6 00	
Plumbers (spun)	4 00	4 00

OIL.

Can. prime white petrol	0 13½
Royalite	0 17
Palatine	0 21½
Castor Oil, per lb.	0 08½
Black oil (Summer)	0 12½
Black oil (Winter).....	0 14½
Cylinder Green	0 35
Paraffine	0 22
XXX Machine	0 25½

OLD MATERIALS.

F.o.b. Toronto	
Tea lead, pack, 2½c lb.	
Tea lead, chest, 3c lb.	
Lead (heavy pine, etc.), 3½c.	
Brass, heavy, 8½c lb.	
Brass, light, 6½c lb.	
Zinc, heavy, 7c lb.	
Copper, heavy, 11½c lb.	
Old cast iron, \$10 per ton.	
Wrought iron, No. 1, \$6 per ton.	
Wrought iron, No. 2, \$2 per ton.	
Store plate, \$9 per ton.	
Mach. compos., No. 1, 10c lb.	
Compos. turnings, No. 1, 8½c lb.	

Rubbers, such as old rubber, boots and shoes, according to trim, 5½c to 6c lb.; overshoes, lumbermen's rubber boots, etc., 5 to 6c lb.; auto tires, etc., 4c; bicycle tires, 2½c.

PACKING (JUTE).

Per Coil Lots.	
Fine jute, lb.	0 09
Beaver, lb.	0 08
Coarse sewer, lb.	0 07

PAPER, ETC.

O.K. Paper, No. 1, per roll	0 95
O.K. Paper, No. 2, per roll	0 70
Per 400 ft. roll	
Plain Fibre, No. 1.....	0 50
Plain Fibre, No. 2.....	0 32
Tarred Fibre, No. 1.....	0 62
Tarred Fibre, No. 2.....	0 43
Tarred Fibre, Cyclone, 25 lbs., roll	0 62
Dry Cyclone, 15 lbs.	0 50
Tarred Fibre, Good Luck Brand, per roll	0 62
Dry Fibre, Good Luck Brand, per roll	0 50
Per 100 lbs.	

Oiled waterproof building paper, 600 sq. ft. roll.....	1 05
400 sq. ft. roll	0 85
O.K. Brand corded sheathing	0 35
Sheathing (Surprise)	0 40
Blue R-S Sheathing	0 42
Dry fibre No. 1	0 50
Dry fibre No. 2	0 35
O.K. carpet felt	1 40
Per 100 lbs.	

Heavy dry straw	1 80
Heavy tarred straw	1 80
Spruce sheathing	3 00
Carpet felt, 16 oz.	2 60
Carpet felt, 20 oz.	2 60
Resin sized Fibre, per roll	0 43
Asbestos Bldg.	3 25
Heavy fibre, 32 ft. x 60 ft., per 100 lbs.	2 00
Liquid Roofing Cement, bbls., per gallon	0 17
Liquid tins cement, 5s	0 19
Crude coal tar, per bbl.	4 50
Refined coal tar, per bbl.	5 00
Shingle Varnish, per bbl.	5 00
Caps, per lb.	0 05
Rails, per lb.	0 05
Roll Cotton, per lb.	0 17
Tarred felt, Dominion, 7 oz. 2 10	

PICKS (CLAY).

5 to 6 lbs., doz.....	3 75
7 lbs., doz.....	4 00
7 to 8 lbs., doz.....	4 75
8 lbs., doz.....	5 00

PINS, COTTER.

Cotter pins, 90 p.c. discount.

PINS, CLOTHES.

Selected full count.	Per case
5 gross, 4-in. (loose)	\$0 80
5 gross, 4½-in. (loose)	0 90
5 gross, 5 in. (loose)	1 00
4 gross, 4-in. (12 pkgs. of 4 doz. each)	0 80
5 gross, 4 in. (24 pkgs. of 2 doz. each)	0 90
6 gross, 4 in. (12 pkgs. of 6 doz. each)	1 00

PIN (ESCUTCHEON).

Steel, discount, 50 per cent. Brass, 50 per cent.

PIPE, STANDARD WROUGHT.

Buttweld.		Per 100 feet.
Size	Black Galvanized	
¼" and ¾"	\$ 2 16	\$ 3 06
1½"	2 64	3 57
3"	2 99	4 26
1"	4 42	6 29
1½"	5 98	8 51
2"	7 15	10 18
2½"	9 62	13 69
3"	15 21	21 65
3½"	19 89	28 31
4"	23 92	34 04
4"	28 34	40 33
Lapweld.		
2"	\$ 11 10	\$ 15 17
2½"	15 80	22 23
3"	20 66	29 07
3½"	24 84	34 96
4"	29 43	41 42
4½"	35 56	48 26
5"	41 44	56 24
6"	53 76	72 96
7"	76 16	102 34
8" x 5 lbs. per ft.	50 00	107 50
8" x 28 lbs. per ft.	92 16	123 84
9"	110 40	148 35
10" x 32 lbs. p. ft.	108 10	137 60
10" x 40 lbs. p. ft.	131 84	177 16
12"	175 00	

PIPE (LEAD).

Lead pipe, 7½c.
Lead waste pipe, 9c.
Traps and bends, 40% off.

PIPE (SOIL).

Medium and extra heavy pipe up to 6-inch, 65% and 10 off.
7 and 8-in., 45% off.

PIPE (CONDUCTOR).

2 inch, in 10-ft. lengths....	3 45
3 inch, in 10-ft. lengths....	4 20
4 inch, in 10-ft. lengths....	5 53
5 inch, in 10-ft. lengths....	7 60
6 inch, in 10-ft. lengths....	9 25

PITCH.

Pine, per bbl. 4 50

PLANES.

Wood bench, Can., 15 per cent
Wood, fancy, 30 to 35 per cent.
Prices, Planes and Nippers.
Button's, genuine, 37½ to 40 per cent.

PLATES (BOILER).

Montreal Toronto	
Plates, 1¼ to ½ inch, per 100 lbs.	2 40 2 25
Heads, per 100 lbs.	2 65 2 45
Tank plates, 3-16 inch	2 70 2 45

PLUGS (METAL).

Painted wall plugs, per 1,000	\$20 00
Galv. wall plugs, per 1,000	23 00

POLISH.

		Doz.
O-Cedar, 4 oz. bottles	\$2 00	
O-Cedar, 12-oz. bottles	4 00	
O-Cedar, 1-qt. can	10 00	
O-Cedar, ½-gal. cans	16 00	
O-Cedar, 1-gal. cans	24 00	
Liquid veneer, 4-ozs.	2 00	
Liquid veneer, 12-ozs.	4 00	
Liquid veneer, quarts	8 40	
Tandem metal polish paste, 6 00		
Axoline brass cleaner, 100 in pkg.	6 50	

RAZORS.

		Per doz.
Boker's King Cutter	14 50	
Henckel's	7 50	20 00
Gillette Safety, each	3 75	
Star Safety Razor, 3¾ per cent.		
Edelweiss	17 50	
Ever-Ready, doz.	9 00	
Ern Razors	6 00 to 13 00	
Ern Junior Razor	14 50	

REELS, HOSE.

Plain wood, each	0 75
Plain wood, with drum, ea.	0 95
Metal	1 40

RIEVETS AND BURRS.

Iron rivets, blacked and tinned.
Iron burrs, 72½%.
Copper rivets, usual proportion of burrs, 35 and 5%; burrs, 15%.
Extras on Coppered Rivets. ¼-lb. packages, 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extras. 2½c per lb.

ROOFING.

Tarred felt (7 oz.)	\$2 10
Tarred felt (10 oz.)	2 10
Tarred felt (16 oz.)	2 16
Per roll	
2 ply R.R.	0 75
3 ply R.R.	0 95
2 ply R.R., complete in roll	1 15
3 ply R.R., complete in roll	1 35
Samson, 1-ply, roll	1 45
Samson, 2-ply, roll	1 90
Samson, 3-ply, roll	2 30
Amattie roofing, per sq.	2 70
Ready 2 ply, Shield, per roll	0 75
Ready 3 ply, Shield, per roll	0 75
Tarred 210 roofing felt.....	2 10
Compo certainited, 1 ply.....	1 40
Compo certainited, 2 ply.....	1 75
Compo certainited, 3 ply.....	2 10

ROPE.

		Lb.
Pure Manila basis	14½	
British Manila basis	11	
African hemp basis	11	
Sisal basis	9½	
Double lath yarn basis.....	9½	
Single lath yarn basis	8½	
Russian deep sea line basis	23	
Russian tarred ratline basis	19	
Russian tarred holt rope basis	21	
Inte rope basis	11½	
Italian rope basis	25	

Basis (¾" dia. and larger).

Cotton rope, 3-16 and larger	0 21
Sisal Clothes Line.	
3 ply, 30 ft.	0 45
3 ply, 40 ft.	0 60
3 ply, 48 ft.	0 72
3 ply, 60 ft.	0 90
3 ply, 72 ft.	1 08
3 ply, 100 ft.	1 50
6 ply, 40 ft.	0 95
6 ply, 48 ft.	1 15
6 ply, 60 ft.	1 45
6 ply, 72 ft.	1 75
6 ply, 100 ft.	2 40

RULES, BOXWOOD.

Rabone's.		Per doz.
No. 1375—2 ft.	(51) ..	1 80
No. 1101—2 ft.	(52) ..	3 90
No. 1167—2 ft.	(7) ..	3 60
No. 1106—2 ft.	(63¼) ..	4 10
No. 1375—3 ft.	(66¼) ..	2 50
No. 1112—3 ft., hf. bound ..		6 00
No. 1190—With level		8 85
No. 1493—Brass blacks/hs		1 70
No. 1494—Brass blacks/hs		2 20

SAWS.

Atkins Hand and Crescent, 25 p.c.
Disston's Hand, net prices, new list.
Simonds' Hand, 15 per cent.
Shurly & Dietrich, 35 per cent.
Spear & Jackson, 40 per cent.

SCALES.

Imperial standard	30%
Champion Even Balance	45%
Champion Union	50%
Champion Platform	45%
Gurney Standard	30%
Union Scale	50%
Union Even Balance	50%
Fairbanks Standard Scales.....	30%
Crown Even Balance	45%
Richelleu Union Scale	50%
Dominion Platform Scales.....	45%

Net prices on Champion scales are as follows:

Champion, 4-lb., \$2.75, plus 30c for stamping; Champion 10-lb., \$4.12, plus 50c for stamping; Champion 24-lb., \$5.50, plus 50c for stamping; Champion 600-lb., \$15.40, plus \$1 for stamping; Champion 1200-lb., \$18.15, plus \$1 for stamping; Champion 2000-lb., \$24.20, plus \$1 for stamping

SAP SPOUTS.

		Per 1,000
Bronzed cast iron with hooks		6 00
Eureka, tinned steel, hooks		8 00

SCOOPS (FURNACE).

		Doz.
D. Handle	\$3 25	
L. Handle	3 25	

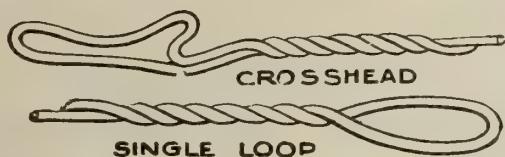
SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.

SCREWS.

		Per cent.
Wood, F. H., bright, 85, 10, 7½, 10 per cent.		
Wood, R.H., bright, 80, 10, 7½, 10 per cent.		</

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

This is the line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C.

Harry F. Moulden, Winnipeg, Man.



Every scale in our line is guaranteed to be sensitive and accurate, giving justice to both the buyer and the seller. They are legal for use under the weights and measures laws of the Dominion. The best material is used in their construction, great care taken in their assembling, and with proper handling these scales will last a lifetime. Fully guaranteed to be perfect in material and workmanship and to give absolutely correct register on all weights up to their capacity.

Chatillon products are a Standard gauge of Quality.



This line should be in your stock—it will add to your reputation to carry Chatillon Products. It's Profitable.

Write for prices, discounts and illustrated catalogue.

JOHN CHATILLON & SONS

85 Cliff St.

New York City

Scale Makers Since 1835

Tell us what you have been getting in GERMAN and AUSTRIAN WOODENWARE SPECIALTIES

— WE CAN SUPPLANT THEM —

It is our aim to keep our plant running as in usual times and afford all the work possible to our employees during winter.

We would be pleased to have suggestions from the Wholesale and Retail trade and to pay for samples you would submit of anything we could make here.

More washings will be done at home for a time now than have been for some years. This means a larger demand for Washboards, Pails and Tubs. "Cane" quality and finish assure easy sales and satisfaction.

All our Standard products are stocked to render quick shipment.

Hardware Merchants, order from your wholesale!

The Wm. Cane & Sons Co., Ltd.
NEWMARKET ONTARIO

THE WHITE MOP WRINGER

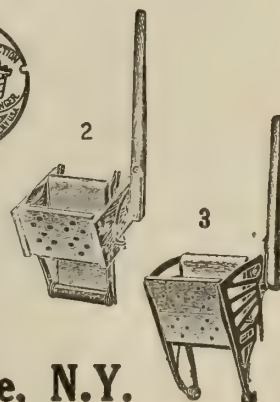
always bears this trade-mark
LOOK FOR IT.



Janitors and Housekeepers praise these wringers, because they wring easily and neatly, are durable, practical and useful.

Ask your jobber for them or write to us.

White Mop Wringer Co., Fultonville, N.Y.



SHEETS (BLACK).

	Montreal	Toronto
10 gauge	2 50	2 55
12 gauge	2 55	2 60
14 gauge	2 35	2 35
16 gauge	2 40	2 40
18-20 gauge	2 45	2 50
22-24 gauge	2 50	2 55
26 gauge	2 60	2 65
28 gauge	2 70	2 75

SHEETS.

Corrugated, galv., 10 p.c. off.	
22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 75
28 gauge, per square	4 00

Galvanized.

B.W. Queen's Fleur-de-Lis	Gorbals
gauge Head de-Lis	best best
16-20	3 80 3 55 3 90
22-24	4 00 3 65 3 95
26	4 25 4 00 4 20
28	4 50 4 20 4 45

Colborne Crown — 16-20 gauge, \$3.60; 22-24 gauge, \$3.80; 26 gauge, \$4.05; 28 gauge, \$4.30.

Apollo Brand.

14 gauge	3 05
16 gauge	3 05
18-20 gauge	3 20
22-24 gauge	3 30
26 gauge	3 65
28 gauge	3 80
10% oss.	4 00

SHELLERS, CORN.

Black Hawk, doz. 18 00

Mouth Rock, doz. 8 50

SHOVELS AND SPADES.

	1st	2nd	4th
Shovels	60	55 and 2 1/2	4 1/2
Socket sc'ps.	50 and 5	45 and 5	
Drain tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs			
and sand.	60	45	
Riveted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			
Above discounts on Black Goods only. Full Polished Goods, 30c per doz. net extra. Half Polished Goods, 25c per doz. net extra.			

SIFTERS, ASH.

Wood sifters, doz.	\$ 1 75
Rocker, No. 1, each	3 60
Rocker, No. 8, each	2 50
Banner, each	1 75

SINKS.

Cast iron, 16x24, \$1.10; 18x30, \$1.50; 20x36, \$2.25.	
Flat rim enameled sinks, 16x24 \$3.50; 18x30, \$4; 18x36, \$5.15.	

SLIDING SHOES.

Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.

SOLDER.

	Montreal	Toronto
Tinker's bar	0 25	0 27
Wire solder, lb.	0 26	0 28
Bar half-and-half	0 23	0 25

SOLDERING IRONS.

Base, per lb., 28 cents.

SOLDER WIPING.

Acme	0 20 1/2
Commercial	0 22
Easy	0 22
Star Extra	0 23
Strictly standard wiping	0 24 1/2

WATER.

Foreign, per 100 lbs. 12 50 12 00

TAPLES.

100-lb. kegs	4 50
25-lb. boxes	4 85
10-lb. boxes	5 25
Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12
Bright Fence, 100-lb. kegs	2 60
Bright Fence, 25-lb. boxes	2 75
Galv'd Fence, 100-lb. kegs	3 00
Galv'd fence, 25 lb. boxes	3 10
Cooper's staples, 45 p.c.	
Bright spear point, 75 p.c.	

SWEEPERS, CARPET.

Univ. Japd., cyco bearing	24 00
Univ. N.P., cyco bearing	27 00
Grand Rapid, Japd., ball-bearing	26 00
Grand Rapid, N.P., ball-bearing	29 00
Princess N.P., ball-bearing	30 00
Am. Queen N.P., ball-bearing	32 00
Parlor	35 00

WINGS.

Baby, 2-passenger, each	\$2 75
Ontario, 2-passenger, each	3 75
Ontario, 4-passenger, each	4 25
Stratford, 4-passenger, each	5 50

Boys' Gliding Settees with

awning, each	8 50
Without awning, each	12 50

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 1/4 weights, 60; Swedes cut tacks blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, 82%; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in paper, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glacier points, 5; double pointed tacks, paper, 9 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87%; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPES—Lufkins.

Ass skin, No. 713, 50 ft., doz.	2 85
Ass skin, No. 714, 66 ft., doz.	4 40
Linen, No. 404, 66 ft., ea.	1 10
Metallic, No. 603, 50 ft., ea.	1 40
Rival steel, No. 263, 50 ft., ea.	2 90
Rival steel, No. 266, 100 ft.	4 90
Reliable Jr., No. 103, 50 ft.	2 70
Rabone's.	
Tape Lines, Linen, No. 2601	
x50, each	\$1 00
Metallic, No. 401x50, ea.	1 35
Metallic, No. 401x66, ea.	1 55
Steel, No. 2891x50, ea.	2 70
Steel, No. 4161x50, ea.	3 00
Steel, No. 4161x50, ea.	5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10%.

TIES (METAL).

Galv. wall ties, per 1,000... \$5 00

Painted wall ties, per 1,000. 5 00

TIES, COW.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

Montreal Toronto

Tin, per lb. 46-50 46-47

TINNERS' TRIMMINGS.

Discount, 40 and 5%.

Plain, 70 and 20%.

Re-tinned, 70 and 10%.

TOOLS, HARVEST.

Samson, 47 1/4% ord., 50%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57 1/2%.

Victor, 70%.

Onelida Jump, 65%.

TRESTLES.

5 ft., each. \$1.50 14 ft., each. \$4.20

8 ft., each. 2.00 16 ft., each. 4.80

10 ft., each. 2.50 18 ft., each. 5.40

12 ft., each. 3.00 20 ft., each. 6.00

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13 1/2

600 ft., per lb. 0 17

550 ft., per lb. 0 09 1/2

500 ft., per lb. 0 09 1/4

5 ton lots, 1/4c per lb. allowance.

10 ton lots, 1/4c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-lb.

4-ply 0 21 1/2

3-ply 0 19

TUBES.

Boiler Tubes.

Montreal Toronto

100 ft., 1 1/2 in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2 1/4 in. 10 25

100 ft., 2 1/2 in. 12 25 10 55

100 ft., 3 in. 13 30 11 00

100 ft., 3 1/2 in. 15 55 13 00

100 ft., 4 in. 19 80 16 75

TUBS.

Samson Galvanized.

No. 11, doz., net 12 00

No. 22, doz., net 14 40

No. 33, doz., net 16 80

Common Galvanized.

No. 1, doz. 6 83

No. 2, doz. 7 43

No. 3, doz. 8 48

Per nest.

Nests of 3-0, 1 and 2.....	\$2 38
Nests of 3-1, 2 and 3.....	2 05
Nests of 4-0, 1, 2 and 3.....	2 95

No. 0, per doz..... 11 00

No. 1, per doz..... 9 00

No. 2, per doz..... 8 00

No. 3 per doz..... 7 00

V

VALVES, ETC.

Ground work, 55%.

Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70.

10%, and 1 and 2 basin cocks.

70%.

Flatway stop and stop and waste

cocks, 60, 10%; roundway, 60

and 5%.

J. M. T. Globe, Angle and Check

Valves, 50%; Standard, 60%.

J. M. T. Radiator Valves, 55%;

Standard, 60; patent quick

opening valves, 70 and 10%.

W

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 45%.

Copper tea and coffee pots, 45%.

Copper pints, 25 and 2 1/2%.

Foundry goods, hollow ware, 40

and 5%.

WARE, ENAMELED.

White ware, 70, 10, 5%.

Canada, Diamond, Premier, 60

and 7 1/2%.

Pearl, Imperial and Colonial

steel, 60 and 7 1/2%.

Star decorated steel, 20, 10,

5%.

Hollow ware, tinned steel, 40%

off.

Enamelled street signs, on ap-

plication.

WARE, TIN, PIECED.

Discount, 33 1-3%.

10-qt. flaring sap buckets,

33 1-3%.

6, 10 and 14-qt. flaring pails,

33 1/2%.

Copper bottom tea kettles and

boilers, 33 1-3%.

Coal hods, 33 1/2%.

Boiler and tea kettle pils,

25 and 2 1/2%.

WARE, STAMPED.

Plain, 70 and 20%.

Retinned, 70 and 10%.

Thinners' trimmings, 70, 30 and

10%.

WASHERS, IRON.

Full box, 45 per cent. smaller.

Full box, 45 p.c. smaller lots.

30 p.c.; assorted. Price less 50

lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.

Narrow wood and felt... 1 1/4c ft.

Medium wood and felt... 1 1/4c ft.

Wide wood and felt... 2 1/4c ft.

All felt Frost King... \$4.40 doz

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00

Sectional, 1/2 lb., per 100 lbs. 2 25

Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.

Smarts, Horse, 3 1/4c lb.

WHEELBARROWS.

Navy, steel wheel, doz. ... 21 00

Garden steel wheel, doz. ... 32 40

Light garden, per doz. ... 22 80

Heavy garden, L-side ... 33 00

Heavy farm, solid side ... 33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular steel, 36 ins. 1 25

Tubular steel neckyokes,

36 inches 1 25

Tubular steel doubletrees,

40 inches 0 95

Tubular steel lumbermans,

44 inches 0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 40%.

Copper wire, 40%.

Annealed Cut Hay Baling Wire,

No. 9, \$3.75; No. 10, \$3.80; No.

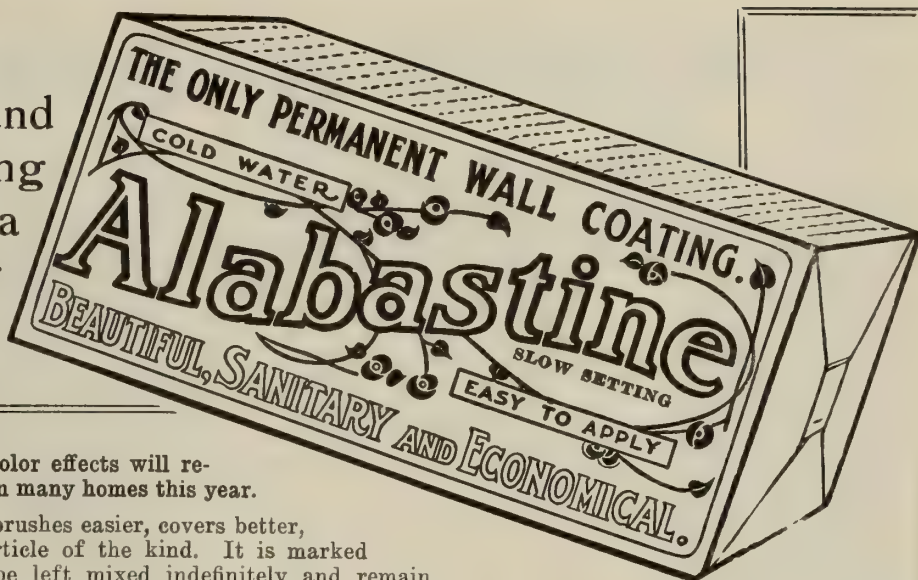
11, \$3.90; No. 12 and 13, \$4; No.

13 1/2, \$4.10; No. 14, \$4.25; No. 15,

THE WAR

"Improved Quality" and our extraordinary selling helps will make 1915 a record year by far for

ALABASTINE



Plain inexpensive tints and water color effects will replace wall paper and oil wall colors in many homes this year.

The New Alabastine mixes quicker, brushes easier, covers better, and lasts longer than any other article of the kind. It is marked "Slow Setting," meaning it can be left mixed indefinitely and remain in good working condition. Painters and expert decorators are quick to recognize its superiority.

Alabastine selling helps, premium offers and our large consumer advertising campaign mean business and lots of it. Write for particulars now.

Our consistent policy is to do everything possible by extensive advertising and personal work to encourage the sale of standard package goods by retail stores and to keep up the standard of value by maintaining the full advertised price. We trust you are in accord with this policy and will support it by pushing Church's Alabastine, at the same time helping along a purely Canadian industry.

The Alabastine Company, Paris, Limited, Paris, Ont.

**RED
S
BRAND
WINDOW
GLASS**



**GLASS
BENDERS
TO
THE
TRADE**

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY

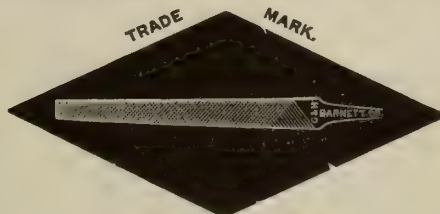
TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100
lbs. 5 lb. packages, \$6 per 100
lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEESEWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ..\$14 70
Weighted, 20 lbs., doz. ... 19 90

COATING.

Cement Coating\$2 55 \$3 60

COLORS (DRY).

Per lb.

Raw Umber 100 lb. keg. 0 10

Burnt Umber, 100 lb. 0 10

Raw Sienna, 100 lb. kgs. 0 10

Burnt Sienna, 100 lb. kgs. 0 10

Imperial green, 100 lb. kgs. 0 12

Italian red, 100 lb. kgs. 0 04½

Brunswick green, 100-lb. k 0 06

Indian red, 100 lb. kgs. 0 10

Indian red, No. 1, 100 lb. k 0 06

Vermillion, O.J., kgs. 0 19

Vermillion, English, bags 1 25

Venetian red, best bright. 0 02

Venetian red, No. 1 0 02

Drop black, pure dry ... 0 12

Golden ochre, 100 lb. kgs. 0 04

White ochre, barrels 0 04

Yellow ochre, barrels 0 01½

Spruce ochre, 100 lb. kgs. 0 12

Canadian red oxide, bbls. 0 02

Super magnetic red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, pure 0 12

Chrome yellow, pure 0 23

Golden ochre, pure 0 14

French ochre, pure 0 12

Chrome green, pure 0 11

French permanent green, pure 0 15

Signwriters' black, pure. 0 20

Marine black, 25-lb. irons 0 06

DRIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

NAMELS.

Per gallon in quart tins.

Alba-Gloss enamel 4 00

Anchor Floorlustrer 1 80

FILLER.

Gal.

Luxeberry Enamel\$5 00

Screen Enamel B.B. 1 65

GLUE.

Per lb.

French medal 0 15

English common sheet ... 0 13

English priua 0 17

White pigfoot 0 21

Perfection amber, ground, No. 1230 0 13

Cake, bone, 112-lb. bags. 0 10

Hide, 112-lb. bags 0 15

Gelatine, 112-lb. bags ... 0 20

Ground glues, 112-lb. bags—

No. 1 0 13

Extra 0 16

GLASS.

(TORONTO QUOTATIONS).

Size United Inches. Star.

Under 26\$6 50

26 to 40 7 00

41 to 50 7 40

51 to 60 8 00

61 to 70 8 75

71 to 80 9 50

81 to 85 10 50

86 to 90 10 50

91 to 95 10 50

96 to 100 10 50

Double Diamond.

Size United Inches. Star.

Under 26\$8 60

26 to 40 10 00

41 to 50 11 70

51 to 60 12 00

61 to 70 12 75

71 to 80 13 85

81 to 85 17 50

86 to 90 18 85

91 to 95 19 20

96 to 100 22 75

101 to 105 32 00

106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft., 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.

Country Base Price.

United Inches Star Double

Up to 25\$6 50 \$8 60

26 to 40 7 00 10 00

41 to 50 7 40 11 70

51 to 60 8 00 12 00

61 to 70 8 75 14 00

71 to 80 9 50 15 00

81 to 85 10 50 18 00

86 to 90 20 50

91 to 95 22 00

96 to 95 25 00

101 to 105 32 00

106 to 110 36 00

With the following discounts:

Any quantity up to 100 cases,

25%; 100 cases and less than car-

loads, 30%; carloads, open price

when imported.

GLASS, PLATE.

Montreal:

Country discount, 35 and 5 per

cent. off list, delivered.

City discount, 45 and 5 per cent.

off.

Toronto:

Country discount, 40½ off list

delivered.

City, 42½ off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine\$9 00 \$9 15

"Anchor" pure 8 70 8 85

Green Seal 8 70 8 85

Brandram's B.B. Gen-

uine 9 70 9 85

C.P. Co. decorat's pu. 8 70 8 85

Crown and Anchor,

pure 8 90 9 05

Decor'or's Pure (Wpge) 8 60

Moore's Pure White

Lead 8 70 8 85

Painter's Perfect 8 20 8 35

Ramsay's Pure Lead. 8 70 8 85

Ramsay's Exterior 8 40 8 55

Tiger Pure 8 70 8 85

"James Genuine" 10 50

Stephens' H. P. P. (Win-

nipeg) 8 70

Less than ton lots, 30c per cwt.

higher.

LEAD (RED DRY).

Genuine, 560-pound

casks, per cwt. 6 50 6 38

Genuine, 100-pound

kgs, per cwt. 6 75 6 75

No. 1 casks, per 100

lbs. 6 25 6 25

Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots. \$19 50

2 lb. pkgs., per 100 lbs. 19 50

5 lb. pkgs., per 100 lbs. 15 50

25 lb. pkgs., per 100 lbs. 14 50

100 lb. pkgs., per 100 lbs. 13 25

200 lb. kgs, per 100 lbs. 13 10

300 lb. pkgs., per 100 lbs. 13 00

600 lb. casks, per 100 lbs. 12 50

MURESCO.

Tints in 5 lb. packages, per 100

lbs., \$5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls. See weekly report

PAINTS (PREPARED).

Per gallon

In qt. tins.

Sherwin-Williams paints,

base 2 00

Canada Paint Co.'s pure. 2 00

Elephant and Prism. 1 80

Benj. Moore Co.'s

"Egyptian" Brand 1 45

Moore's house colors, per

gallon 1 75

Brandram-Henderson's

"English" 2 00

Fresco-Tone, in quarts. 1 80

Ramsay's paints, pure 1 80

Ramsay's paints, Thistle. 1 60

Martin-Senour, 100% pure. 2 00

Senour's floor paints 1 60

Jameson's Crown and An-

chor brand 1 60

Stephens' House Paint

(Winnipeg) 1 90

Stephens' Floor Paint

(Winnipeg) 1 75

Silkstone Wall Color. 2 00

PARIS, PLASTER.

Per bbl. 2 25

PARIS WHITE.

In bbls. 1 10

PARIS GREEN.

Prices f.o.b. Montreal, Quebec,

Halifax and St. John.

C.P. Co. Bergrers

600-lb. casks 18 18½

250-lb. casks 18½ 19

100-lb. drums 19½ 20

50-lb. drums 19½ 20

25-lb. drums 19½ 20½

1-lb. pack, 100 case. 21½ 22½

½-lb. pack, 100 case 23½ 24½

1-lb. tins, 100 case .. 22½ 23½

½-lb. tins, 100 case. .. 25½

Prices f.o.b. Toronto, Hamilton

and London, ¼c lb. advance.

PIGMENTS.

Orange Mineral, casks. 0 08½

Orange Mineral, 100-lb.

kgs 0 08½

PRIMER. Gal.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.

1 lb. cans\$0 18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kgs 0 11

¼ barrels 0 10½

Barrels 0 10

PUTTY.

Standard

Montreal Toronto

Bulk, in casks 2 30 2 40

Bulk, 100-lb. drums. 2 50 2 60

Bulk, 25-lb. drums. 2 60 2 70

Bladders, in bbls. 2 80 2 90

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange,

80c lb.

TAR (PINE TAR).

Half pint tins, per doz. 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH.

REMOVER.

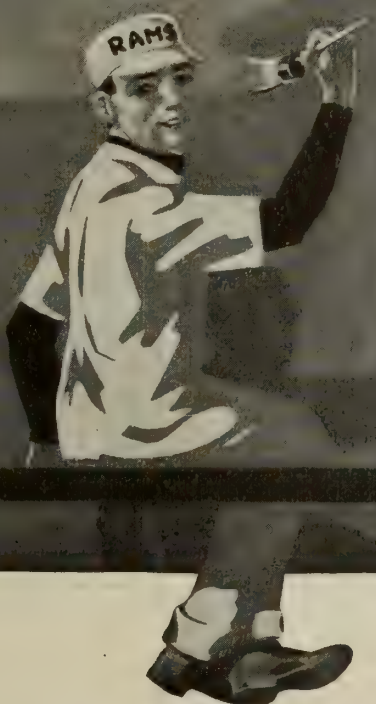
Texite, 1 gal. cans 2 10

Cumoff 2 10

TURPENTINE.

Montreal Toronto

RAMSAY'S



"MAKING GOOD"


The only way for paint to "make good" under the test of Canadian climate is to make the paint so good that it is worthy to bear the name RAMSAY.

Since 1842 we have manufactured the best paint we knew how to make—and since the first can was used "Ramsay's Paints" have been "making good"—for us, for the dealer and for the man who finally used them on the job.

Write us for prices on whatever you need. Ours is "The Complete Line".

"The Right Paint to Paint Right."

A. Ramsay Son & Co., Montreal



Made in Canada

WHEN trade begins to boom it will be exceedingly difficult to jump in, overtake and pass the man who continued, even in times of depression, to paddle his advertising canoe.

It will require a high power campaign and lots of anxiety to do it. Even at that the persistent advertiser may beat the other fellow to it.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00
ANVILS.
 Peter Wright, 80 lbs. and up,
 13c per lb.; clip horn, 14c.
 Norris, 41 to 56 lbs., 13½c; 57
 to 70 lbs., 12c; 71 to 83 lbs., 11c;
 84 lbs. and over, 10½c.

“IRWIN” BITS.

“Irwin” bits, 40%; common,
 70%.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½
 lb., \$6.65; 2 lb., \$6.90; 2½ lb.,
 \$7.50; 3 lb., \$7.75; 3½ lb.,
 \$8.50; H. B. Handled Axes,
 2 lb., \$8; 2½ lb., \$9.50; 3 lb., 3½
 lb. and 4 lb. \$10; Black Prince
 Axes unhandled, \$3.00; Black
 Prince axes, handled, \$10.25;
 Bench axes, 35 per cent.; broad
 axes, 5 to 7½ lb., \$28 per doz; 7½
 to 9 lb., \$30.80.

BARNS, CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron,
 \$4.25; sleigh shoe steel, \$2.85;
 spring steel, \$3.40; machinery
 steel, \$3.75; tool steel, Black Dia-
 mond, 100 lbs., \$3.50; Brittain
 Brand Tool Steel, \$3.50.

BELTING.

Rubber—60 p.c. off the list.

Leather.

Agricultural leather belting,
 66-2-3 per cent. off the list.
 No. 1, 66-2-3 per cent. off list.
 Standard, 60 per cent. off list.
 The “double” list is just twice
 the price of “single”.

BELT LACING.

In sides, tanned, \$1 per lb.;
 cut, \$1.10 per lb.; rawhide, sides,
 95c; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60
 per cent.

Steel, 50 per cent.; wood, 60 per
 cent.

Wood, tackle, common, 60 per
 cent.

BOILER TUBES.

2 in., per foot, 10½c; 2½ in.,
 1½c; 3 in., 17½c.

BOLTS.

Carriage, ¾ and smaller, 55
 and 5%; 7-16 and larger, 45 and
 5%; machine, ¾ and under, 55
 and 5%; 7-16 and over, 45 and
 5%; machine set screws, 65%;
 5%; machine set screws, 65%;
 small plough bolts, 45%; nuts, small
 lots, net list; case lots, 2½c per
 lb. off; stove bolts, 77½%; sleigh
 shoe bolts to ¾, 50%; 7-16 and
 up, 40%.

BUILDING PAPER.

Tarred, 55 to 82c per roll, ac-
 cording to quality; plain, 40 to
 68c; tarred, felt, 8 and 10 oz.,
 \$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65
 per cent. off the list.

CHAIN.

Coll, 3-16 in., \$10.00; ¼, \$7.25;
 5-16 \$5.85; ¾, \$5.00; 7-16, \$4.75;
 ¾, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
 \$4.25. Logging, 5-16, 6½c; ¾,
 5¼c; Tie cut, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1,
 \$5.13; No. 2, \$5.70; No. 3, \$6.27;
 No. 4, \$7.41 each.

CLEAVES, MALL.

7½c per lb.

COPPER.

Sheet and planished copper,
 34c per lb. Tinned, 27c. Braziers’
 soft copper, 10-24 in., 26c; 27½c.

DRILLS.

Bit Stock, 60 per cent.; Black-
 smith, ½ in., round shank, 55 p.c.

ENAMELWARE.

Canada, 50; Imperial, 60; Pre-
 mier, 60; Colonial, 60; white, 70
 and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 10%.

Nicholson’s, 60%.

FIXTURES.

Stall hollow bar, No. 3, \$1.
 Galvanized ware, heavy, 25 and
 2½c; light, 25 and 12½c.

GASOLINE.

Painters’ naphtha, bbls., 21c per
 gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).

35% off f.o.b. Regina, Winni-
 peg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.

Mounted on steel frames, \$4.50.

HINGES.

Light T and strap, 60%.

Corrugated strap, in bulk, 4, 5,
 6, 8, 10, 12, 90c, \$1.20, \$1.50, \$2.40,
 \$3.60, \$5.50.

Corrugated T hinges, in bulk,
 4, 5, 6, 8, 10, 12, \$1.10, \$1.50, \$1.80,
 \$3, \$4.50.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2
 and larger, \$4.65; snowshoes, No.
 0 to No. 1, \$5.15; No. 2 and
 larger, \$4.90; steel, No. 0 to 1,
 \$5.55; No. 2 and larger, \$5.10;

featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.

KNOBS.

Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¼, \$2.85; 1 in.,
 \$2.90.

IRON, GALVANIZED.

Apollo and

“Fleur “Queen’s
 de Lis.” Head.”

10½ oz. or 28 Eng. 5 25 5 60

28 Am. or 26 Eng. 5 00 5 35

26 Am. or 26 spec’l 4 75 5 10

24 Am. and Eng. 4 60 4 95

22 Am. and Eng. 4 60 4 95

18 & 20 Am. & Eng. 4 50 4 80

16 Am. and Eng. 4 35 4 65

IRONS, S.A.D.

Common Sad Irons, 8 lbs. and
 6c per lb.; 4 lbs., 7½c per lb.

Mrs. Pott’s No. 55, set 0 95

Mrs. Pott’s No. 50, set 1 00

Asbestos Sad Irons.

No. 100, set 1 80

No. 70, set 1 65

Mrs. Pott’s common sad iron
 handles, 85c a dozen. Mrs. Pott’s
 improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 50

No. 20, X-ray 11 25

No. 22, Dash-board 10 00

Trulite short globe, doz... 7 50

LEAD PIPE.

\$7.50 coll; less coll, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.

Raw, per gal., 79c; boiled, per
 gal., 82c.

These prices are for barrels
 Less amounts 5c per gal. extra,
 with additional charges for can.,
 etc.

LOCKS.

Rim knot lock No. 600, \$1.60
 per dozen.

MATTOCKS.

Pick, \$5.75; cutter, \$5.75.

NAILES.

Wire, f.o.b. Fort William, \$2.40
 base; Winnipeg, \$2.80 base. Cut,
 f.o.b. Winnipeg, \$3.35.

NAILES, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 40%.

NUTS.

Square and hex., small lots,
 f.o.b., \$2 off; case, \$2.75 off.

OIL CANS.

Tin vanized

½ gal., dome top...\$2 10 \$3 04

1 gal., dome top... 2 55 3 42

2 gal., dome top... 3 97 4 55

3 gal., dome top... 5 10 7 35

5 gal., dome top... 6 34 8 25

OILS.

Silver Star oil, 18½c. gal.;

Royalite oil, 16c. gal.; Palacine
 oil, 18½c. gal.; Capital Cylinder,
 56c gal.; Standard gas engine
 oil, 41c; Polarine oil, 60c gal.;

Prairie Harvester oil, 30½c gal.
 DRY COLORS.

Yellow ochre, in bbl. lots, 2½c;
 less than barrel lots, 3c; golden
 ochre, barrels, 3½c; less than
 barrels, 4½c; Venetian red, bar-
 rel, \$2; less than barrels, \$3;
 American vermilion, 12c; Eng-

lish vermilion, \$1 per lb.; Can-
 adian metallic oxides, barrel lots,
 3½c; English purple oxide, in
 casks, 3½c; less quantities, 4c
 per lb. Red lead, kegs, \$8.50. 9c
 lb. for less.

PARIS GREEN.

100-lb. drums, 21¼c; 1-lb.
 pkgs. (case lots), 23½c; ½-lb.
 pkgs. (case lots), 25½c.

PICKS.

Clay, 6-7, \$4.50 per dozen.

GALVANIZED IRON PIPE.

¼ inch, \$3.70; ½, \$3.80; ¾,
 \$4.40; 1, \$5.25; 1 inch, \$7.70; 1¼,
 \$10.40; 1½, \$12.60; 2, \$16.80.

IRON PIPE.

Black, ¼ inch, \$2.65; ½ inch,
 \$2.75; ¾ inch, \$3.35; 1 inch,
 \$3.95; 1 inch, \$5.80; 1¼ inch,
 \$7.85; 2 inch, \$12.60; 2½ inch,
 \$20.20; 3 inch, \$26.40; 3½ inch,
 \$31.75; 4 inch, \$37.60; 4½ inch,
 \$42.35; 5 inch, \$49.75; 6 inch,
 \$66.40.

PLASTER. Paris, per bbl., \$3.75

PLATES, CANADA.

Half polish, 6-7 inch, \$3.65; 8
 inch, \$3.90; full polish, 6-7 inch,
 \$4.65; 8 inch, \$4.90. Black sheets
 —28 gauge, \$3.60; 26, \$3.45; 24
 \$3.35; 22, \$3.35; 18-20, \$3.55; 14-16,
 \$3.10; 10-20, \$3.15.

PLOW SHARES.

10c per lb.

POINTS.

Landslide plow, 1½ x 14 in.,
 \$1.75 per dozen.

PURTY.

100-lb. drums 3 00

25-lb. irons, per cwt. 3 10

1½-lb. tins 0 06

RASPS.

Heiler’s 70 and 5 per cent.;

Heiler’s horse tooth rasps, 60-10
 per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; cop-
 per, No. 7, 33c; No. 8, 33c; No.
 9, 34c; No. 10, 36c; No. 12, 38c.

Five-lb. assorted boxes, No. 8
 gauge, 37c per lb.; No. 10 gauge,
 39c per lb.

Copper Burrs, No. 7, 44c; No.
 8, 45c; No. 9, 47c; No. 10, 48c;
 No. 12, 52c.

ROPE.

Sisal, 10½c base; pure Manila,
 16c base; British Manila, 12c
 base; lath yarn, 9½c base.

Tarred Marline Hanks, per
 lb., 26c.

SAWS, BUCK.

Happy Medium and Watch
 Spring, \$4.25; Lance Tooth or
 Lightning blades, \$6.50; New
 Century, \$6.50; Maple Leaf, \$5.25;
 Prince Rupert, \$8.00.

SCALES.

Same form as Toronto quota-
 tions, making discounts in all
 cases 5% less. All quotations
 f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80
 10%; flat head, 85, 10%; round
 head, brass, 70 and 5%; flat head,
 brass, 75 and 5%; coach, 60%.

SCYTHES.

Brush, \$8.25.

Grass, \$7.25 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled,
 \$9.65; buckshot, \$10.05; ball,
 \$10.45.

SHEET ZINC.

Cask, lots, 13¼c; small lots,
 13½c.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.;

Fox & Olds, \$7.10 per doz.;

Scoops, D-handled, “Black Cat,”
 No. 3, \$7.70; No. 4, \$8.20; No. 5,
 \$8.50; No. 6, \$8.75; No. 8, \$9.25;
 No. 10, \$9.80.

SNATHS, SCYTHE.

Grass, No. 2, \$7.25; brush, No.
 1, \$8.25.

SOLDER.

Per pound, 30 to 31 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16
 \$4.15; ¾, \$3.90; 7-16, \$3.80; ¾
 \$3.75; ¾, \$3.75.

STAPLES.

Bright wire per cwt., \$2.55 at
 Fort William, \$2.95 Winnipeg;

galvanized staples, \$3.25 Winni-
 peg.

STEEL.

Sleighshoe, \$2.85 base per cwt.;

plow, common, \$4.50; crucible
 plow, \$5.50; angle, \$3.25; harrow,
 \$3.25 base; cast, octagon tool
 steel, 8½c base; square tool steel,
 9½c base; spring, \$3.40; machine,
 \$3.75 base; tire, \$3.00.

STEEL HOOPS.

½ in., \$5; ¾ in., \$4.75; 1 in.,
 \$4.35; 1¼ in., \$4.25; 1 in., \$4; 1½
 in., \$4; 1½ in., \$3.75.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE. Rivet. Paten’d

6 in., per 100 ft.... 9 00 9 05

7 in., per 100 ft.... 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42

7 inch, per doz. 1 59

8 inch, per doz. 2 37

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE" LIMITED**MILLER-MORSE HARDWARE CO.**
"THE BIG WINNIPEG HOUSE" LIMITED

QUALITY

A man likes to feel that the merchandise he buys consists of the best standard articles with an honest reputation. Pride of possession is strong even in hardware lines; therefore we endeavor to supply our customers with the best the manufacturing world produces.

REPUTATION

Our reputation is unquestioned, and therefore, an unwritten guarantee to the Merchant. This guarantee has stood the test for thirty years, for we conduct the Company's affairs according to straightforward business principles. Proof of this is found in our sound and continuous growth.

SERVICE

This can only be as good as the organization back of it. "The Big Winnipeg House," with just pride, can claim the best of organized staffs and the most efficient systems. This means "Service" of a highly developed order to our Customers.

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE" LIMITED**MILLER-MORSE HARDWARE CO.**
"THE BIG WINNIPEG HOUSE" LIMITED

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

SPOONER'S NO HOT BOXES.
NOW FIBROUS ANTI FRICTION
MACHINERY BEARING METAL

COPPERINE

CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.



Hardwaremen, sell the
Skating Rink in your
town a J & R Rink
Scraper, which cleans
off snow, ice and slush.
Write for circular.

James & Reid
Sole Manufacturers
Perth, Ont.

BEAR BRAND LAMP BLACKS
*A Germantown of quality
that gets big business*

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Cop-
per Burrs, Bifurcated and Tubular Riv-
ets, Wire Nails, Copper and Steel Boat
and Canoe Nails, Escutcheon Pins,
Leather Shoe and Overshoe Buckles,
Felloe Plates.

**STEEL STAMPS
LETTERS
FIGURES**

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Goods Well Displayed are Half Sold !

The most attractive, most dur-
able and most serviceable shelf
box on the market is the
**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

**Big Profit and Satisfaction
in Selling**



**"AYLMER"
Force Pumps**

They are certain to sell
easily because it has
several advantages over
the ordinary style.
Has longer stroke, more
power, and works
easier.

While designed for
hand use it can be
readily converted into
a Windmill Pump by
the addition of a flat
bar, which screws into
the cross head at top.
It will be to your in-
terest to write for full
particulars now.

**Aylmer Pump and Scale
Company, Limited**
Aylmer, Ont., Canada

SEYMOUR SHEARS
have been the
Standard for over
eighty years

**TAILOR SHEARS
TRIMMERS
BANKER SHEARS**

**BARBER SHEARS
LADIES' SCISSORS**

TINNER SNIPS

Catalog illustrating full line of Seymour
Shears gladly sent on request.

Selling Agents, **WIEBUSCH & HILGER,**
Limited, New York
A. MacFARLANE & CO., Montreal
Canadian Agents.

BOLTS, RIVETS, WIRE & WIRE NAILS

Our equipment is such that we can positively
guarantee our products to be standard. The
practical dealer will understand what that
means. The most thorough experience is
behind the manufacture of our lines.

THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.



FIRE BRICK & FIRE CLAY
BEST
PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best
Attention

ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA



PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have
maintained their reputation and
supremacy as a standard line of
implements, widely advertised and
known to the dealer and consumer
alike as the best and—backed by the
name MYERS as a guarantee of
durability, reliability and service-
ability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

Malleable Iron Castings

for Carriage and Special
Castings of all Kinds

Manufactured by

**THE KYLE MALLEABLE
CASTINGS CO.**

MERRICKVILLE, ONT.

NICKEL

SHOT—High and Low Carbon

INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80 %

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONE METAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

**THE INTERNATIONAL
NICKEL COMPANY**

43 Exchange Place, New York.

Atlas

10 Cent
Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.



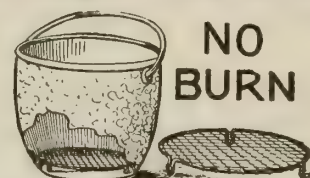
One Inch Space

\$1.00 Per Issue

on Yearly Order

YOU'LL GET BETTER RESULTS
FROM SELLING

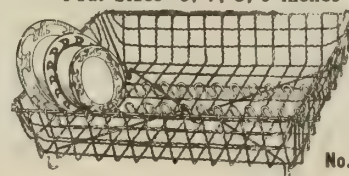
HUTCHINS-KILBOURNE WIRE GOODS



NO
BURN

Kettle Bottom and Round Meat Rest

Four Sizes—6, 7, 8, 9 inches



No. 356

Dish Drainers

This is the strongest, best appearing and biggest value of any drainer on the market.

Order a few and see for yourself.

WRITE for Complete Catalog

HUTCHINS-KILBOURNE CO.
BUFFALO, N.Y.
Manufacturers of WIRE GOODS, WOOD
AND METAL SPECIALTIES, ETC.

Canadian Offices: L. G. Beebe, Foy Bldg.,
32 Front St. W., Toronto.
J. F. Beauchamp, Coristine Bldg., Montreal

**NOVASCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

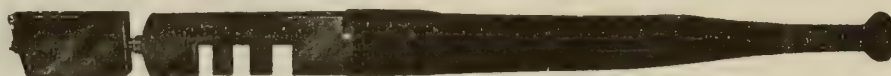
Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Agents: A. RAMSAY & SON COMPANY, Montreal.



FORD MASTER VIBRATOR

The "American Master" differs from all others. Takes place of switch on coil box. No lock required. Dealers, write for prices.

GEO. W. MacNEILL CO., 85 Richmond Street W.
Exclusive Factory Agent TORONTO



Oakey's

The original and only
Genuine Preparation
for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Readers of Hardware and Metal Let Us Know Your Wants

Hardware and Metal is in a position to secure information on new lines in the Hardware trade, and of novelties occasionally asked for in the Hardware store.

Don't hesitate to write us. As a subscriber of Hardware and Metal you are entitled to this service.

A Straight Talk From The Advertising Manager

In the early days of trade journalism, subscribers sometimes complained about the amount of advertising carried in their trade paper. Nor could they be seriously blamed, as the average trade paper advertisement was a mere "Card" extremely unattractive and unspeakably dull. But those days are gone. Brains are now being put into the preparation of trade paper advertising, and the real live ones in the trade now study the advertising pages FIRST.—Do you?

Remember this: that if by watching Hardware and Metal's advertising pages you can secure the local agency for but one good line, the profits will pay your subscription to Hardware and Metal for generations to come. And there are good new lines advertised in every issue of Hardware and Metal.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

WANTED

HARDWARE BUSINESS WANTED IN GOOD Ontario Town or City. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto. (11)

WANTED A HARDWARE STOCK THAT will inventory five or six thousand dollars. Apply giving particulars to Box 168, Hardware and Metal, Toronto. (12)

SITUATION WANTED BY INDUSTRIOUS man 30 years of age, with fourteen years' retail, wholesale and travelling experience in shelf and heavy hardware. Best references; abstainer. Address Box 164, Hardware and Metal, Toronto. (11)

WANTED—TWO FIRST-CLASS SALESMEN with hardware connection—one for the Province of Quebec and one for Eastern Ontario, to sell furnaces, stoves and ranges, metal roofing, felt roofing, tinnern's supplies, etc., on commission. Must be able to speak good French. Apply, giving first-class references and experience, Box 171, Hardware & Metal, Toronto. (13)

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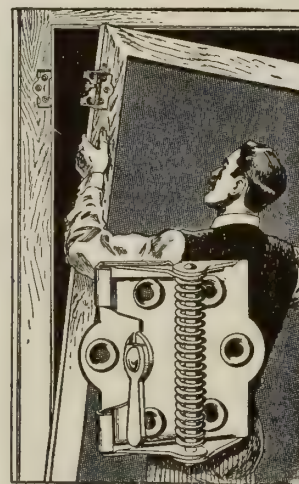
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Town Province

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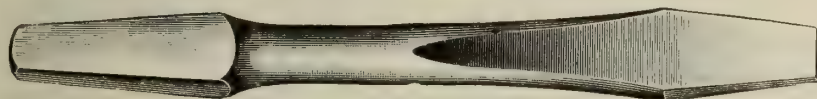
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Sheet Metal Products Co., Toronto.
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E. T. Wright Co., Hamilton.
- Garden Cultivators.**
C. S. Norcross & Sons, Bushnell, Ill.
- Gas Fixtures.**
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
- Gas Engine Silencers.**
Maxim Silencer Co., Hartford, Conn.
- Gasoline.**
Finner Gasoline Lighting Co., Toronto.
- Gasoline Lamp Supplies.**
Finner Gasoline Lighting Co., Toronto.
- Gasoline Tanks, Underground.**
Wayne Oil Tank & Pump Co., Woodstock, Ont.
- Gates.**
Frost Wire Fence Co., Ltd., Hamilton, Ont.
- Gauges.**
Peck, Stow & Wilcox Co., Southington, Conn.
- L. B. Starrett Co., Athol, Mass.**
- Glass.**
Toronto Plate Glass Importing Co., Toronto.
Consolidated Plate Glass Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg, Man.
Excelsior Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
G. F. Stephens & Co., Winnipeg.
- Glass Cutters.**
Smith & Hemenway Co., New York.
- Glass, Ornamental.**
Consolidated Plate Glass Co., Toronto.
Excelsior Plate Glass Co., Toronto.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
- Glass, Sheet and Figured.**
A. Ramsay & Son, Montreal.
- Glass Paper.**
A. Ramsay & Son, Montreal.
Jno. Oakley & Sons, Ltd., London, Eng.
- Glass, Wired.**
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Excelsior Plate Glass Co., Toronto.
Consolidated Plate Glass Co., Toronto.
- Glaziers' Diamonds.**
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
- Glue.**
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
- Gouges.**
Buck Bros., Milbury, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
- Gravity Electric Hoists.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Gravity Lowering Blocks.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Grindstones.**
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London.
- Guns.**
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-U.M.C. Co., Windsor, Ont.
Ross Rifle Co., Quebec.
- Gun Implements and Oil.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Hammers.**
Peck, Stow & Wilcox Co., Cleveland.
Whitman & Barnes Mfg. Co., St. Catharines.
- Handles.**
MacKenzie Bros., Winnipeg, Man.
Still, J. H., Mfg. Co., St. Thomas.
- Hand Hoists.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
- Hangers, Storm Sash and Screen.**
The Stanley Works, New Britain, Conn.
Taylor Forbes Co., Guelph, Ont.
Watrous Acme Mfg. Co., Des Moines, Iowa.
- Hardware, Metal Window.**
Canadian Yale & Towne, St. Catharines.
- The Stanley Works, New Britain.**
- Harvest Tools.**
H. S. Howland, Sons & Co., Toronto.
- Hay Unloading Tools.**
MacKenzie Bros., Winnipeg, Man.
- F. E. Myers & Bro., Ashland, Ohio.**
- Hay Wire.**
Frost Wire Fence Co., Ltd., Hamilton, Ont.
- Hinges.**
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain.
Taylor Forbes Co., Guelph, Ont.
- Hinges, Spring.**
Chicago Spring Butt Co., Chicago.
Taylor-Forbes Co., Ltd., Guelph, Ont.
- Hockey Sticks.**
Still, J. H., Mfg. Co., St. Thomas.
- Hoists, Chain, Electric and Pneumatic.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Hoisting and Conveying Machinery.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
- Hooks.**
Henderson & Richardson, Montreal.
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
Peck, Stow & Wilcox Co., Cleveland.
The Stanley Works, New Britain.
The Steel Co. of Canada, Ltd., Hamilton.
- Hoops, Steel and Wire.**
Haven, Conn.
Peck, Stow & Wilcox Co., Cleveland.
The Steel Co. of Canada, Ltd., Hamilton.
Taylor Forbes Co., Guelph, Ont.
- Hooks, Moulding.**
The Andrew B. Hendryx Co., New
- Hooks, Hat and Coat.**
Laidlaw Bale-Tie Co., Hamilton, Ont.
- Horseshoes and Nails.**
The Steel Co. of Canada, Ltd., Hamilton.
- Hose, Garden and Lawn.**
Canadian Consolidated Rubber Co., Montreal.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
Gutta Percha & Rubber Mfg. Co., Toronto.
- Horse Covers.**
Canadian Consolidated Rubber Co., Montreal.
- Ice Cream Freezers.**
Wm. Cane & Sons Co., Newmarket.
McClary's, London, Ont.
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- Ice Cutting Tools.**
North Bros. Mfg. Co., Philadelphia.
Quality Tool Co., Montreal.
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R. J. Coghlin, Montreal.
Dominion Iron and Steel Co., Ltd., Sydney.
Henderson & Richardson, Montreal.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.
- Iron Pipe.**
Canadian Tube & Iron Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
- Iron Pumps.**
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F. E. Myers & Bro., Ashland, Ohio.
- Japans.**
A. Ramsay & Son Co., Montreal.
- Joist Hangers.**
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Richards-Wilcox Canadian Co., Ltd., London, Ont.
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E. T. Wright Co., Ltd., Hamilton.
- Knife Polish.**
Jno. Oakley & Sons, Ltd., London, Eng.
- Knives, Hunting and Fishing.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Knurling Tools.**
Pratt & Whitney Co., Dundas, Ont.
- Ladders, Step.**
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.
- Ladders, Shelf.**
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Canadian Co., London, Ont.
- Lampblack.**
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilkes Martin Wilkes Co., New York.
- Lamps, Gasoline.**
Finner Gasoline Lighting Co., Toronto.
- Lanterns.**
Can. H. W. Johns-Manville Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Ontario Lantern & Lamp Co., Hamilton, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
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Hamilton Whip Co., Hamilton, Ont.
MacKenzie Bros., Winnipeg, Man.
- Latches.**
Peck, Stow & Wilcox Co., Cleveland.
The Stanley Works, New Britain.
Taylor Forbes Co., Guelph, Ont.
- Lawn Fencing.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Banwell-Horlie Wire Fence Co., Hamilton.
- Lawn Mowers.**
D. Maxwell & Sons, St. Mary's.
S. P. Townsend & Co., Orange, N.J.
Taylor Forbes Co., Guelph, Ont.
Whitman & Barnes Mfg. Co., St. Catharines.
- Lawn Seetees.**
Canada Wire & Iron Goods Co., Hamilton, Ont.
Stratford Mfg. Co., Stratford.
- Lawn Swings.**
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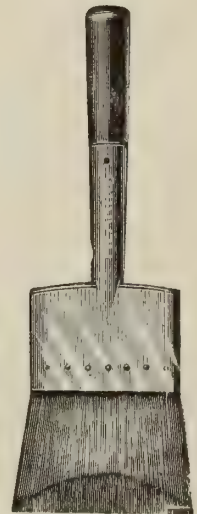
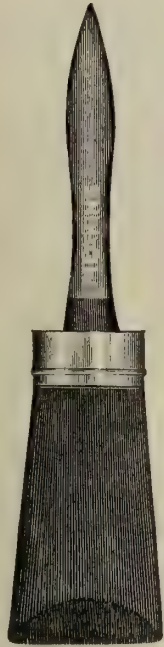
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Goodell-Pratt Co., Greenfield, Mass.
J. Rabone & Sons, Birmingham, Eng.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
- Linseed Oils.**
Canada Linseed Oil Mills, Toronto, Montreal.
- Locks, Knobs, Escutcheons, etc.**
Peck, Stow & Wilcox Co., Cleveland, Ohio.
Taylor Forbes Co., Guelph, Ont.
- Lumbering Tools.**
Argall Bros., Three Rivers, Que.
Pink, Thos., & Co., Pembroke, Ont.
- Mall Boxes.**
J. E. Beauchamp & Co., Montreal.
- Mantels.**
Hamilton Gas Mantle Co., Hamilton.
- Mantels and Grates.**
The Barton-Netting Co., Ltd., Windsor, Ont.
- Match Boxes, Waterproof.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Mats, Rubber.**
Canadian Consolidated Rubber Co., Limited, Montreal, Que.
- Matings, Flexible Steel, Wire.**
Kuhne-Anderson Co., Port Hope, Ont.
- Mechanics' Tools.**
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Southington, Conn.
L. S. Starrett Co., Athol, Mass.
- Metals.**
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Miller, Morse Hdw. Co., Winnipeg.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Stanley Works, New Britain, Conn.
Tallman Brass & Metal Co., Hamilton.
- Metal Lockers.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
- Metal Shingles, Siding, Etc.**
Metallic Roofing Co., Toronto.
- Metal Polish.**
The Canadian H. W. Johns-Manville Co., Ltd., Toronto.
- Metal Polish, Emery Cloth, Etc.**
Oskey, John, & Sons, London, Eng.
- Mitre Boxes.**
Smith & Hemenway Co., New York.
- Mop Wringers.**
MacKenzie Bros., Winnipeg, Man.
White Mop Wringer Co., Fultonville, N.Y.
- Motor Cycles.**
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.
- Nail Pullers.**
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Smith & Hemenway Co., New York.
- Nails, Wire.**
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland & Sons Co., Toronto.
Laidlaw Bale-Tie Co., Hamilton, Ont.
Northern Bolt & Screw Co., Owen Sound, Ont.
Parmenter & Bulloch Co., Gananoque.
The Steel Co. of Canada, Ltd., Hamilton.
- Neckyokes.**
MacKenzie Bros., Winnipeg, Man.
- Nickel-Plated Ware.**
MacKenzie Bros., Winnipeg, Man.
- Oilers.**
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The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
R. E. Bloomer, Keithsburg, Ill.
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Carborundum Co., Niagara Falls, N.Y.
- Oil Stoves.**
Sheet Metal Products Co., Toronto.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.
- Oil Tanks and Pumps.**
Sheet Metal Products Co., Toronto.
Wayne Oil Tank & Pump Co., Woodstock, Ont.
- Ornamental Iron and Wire.**
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
- Packing.**
Canadian Consolidated Rubber Co., Montreal.
- Pails.**
Wm. Cane & Sons Co., Newmarket.
MacKenzie Bros., Winnipeg, Man.
Sheet Metal Products Co., Ltd., Toronto.
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R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
- Paint and Varnish Remover.**
A. Ramsay & Son Co., Montreal.
- Perforated Sheet Metals.**
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Greening, B., Wire Co., Hamilton.
- Pig Iron.**
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.
- Pipe Wrenches.**
Peck, Stow & Wilcox Co., Southington, Conn.
Trimont Mfg. Co., Roxbury, Mass.
- Pipe, Wrought, Lead and Galvanized.**
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.
- Pipe, Galvanized Cond.**
E. T. Wright Co., Hamilton, Ont.
Sheet Metal Products Co., Ltd., Toronto.
- Pipe Cutters.**
Trimont Mfg. Co., Roxbury, Mass.
- Plane Irons.**
Buck Bros., Milbury, Mass.
- Plate Clamps.**
The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.
- Pliers.**
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., New York.
- Plugs, Electricians'.**
Canadian Consolidated Rubber Co., Montreal.
- Poultry Netting.**
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.
- Pulleys.**
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
Peck, Stow & Wilcox Co., Cleveland, Ohio.
Taylor-Forbes Co., Ltd., Guelph, Ont.
- Pulleys (Sash, etc.).**
P. & F. Corbin, New Britain, Conn.
MacKenzie Bros., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
- Pumps.**
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
- Pump Valves.**
Canadian Consolidated Rubber Co., Montreal.
- Putty.**
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
- Ranges.**
Kir-Ben, Ltd., Almonte.
McClary's, London.
Gurney Foundry Co., Toronto.
Thos. Davidson Co., Montreal.
Findlay Bros., Carleton Place.
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Western Foundry Co., Wingham.
- Rat Traps.**
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- Radiators.**
Gurney Foundry Co., Toronto.
Taylor-Forbes Co., Ltd., Guelph, Ont.
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Northern Electric Co., Montreal.
- Razors.**
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Pratt & Whitney Co., Dundas, Ont.
Whitman & Barnes, St. Catharines.
- Razor Hones.**
Carborundum Co., Niagara Falls, N.Y.
- Red Lead.**
Brandram-Henderson Co., Montreal.
- Reels, Fishing.**
Abbey & Imbrie, New York.
- Refrigerators.**
MacKenzie Bros., Winnipeg, Man.
McClary's, London.
Sanderson & Harold Co., Paris.
- Registers.**
Kir-Ben, Ltd., Almonte.
- Reinforcing Concrete.**
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Canada Wire & Iron Goods Co., Hamilton, Ont.
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Marble Arms & Mfg. Co., Gladstone, Mich.
Ross Rifle Co., Quebec.
Taylor Forbes Co., Guelph, Ont.
- Rifle and Shotgun Sights.**
Marble Arms & Mfg. Co., Gladstone, Mich.
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Parmenter & Bulloch Co., Gananoque.
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Canadian H. W. Johns-Manville Co., Toronto.
H. S. Howland & Sons Co., Toronto.
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Miller, Morse Hdw. Co., Winnipeg.
- Roofing Paints.**
The Paterson Mfg. Co., Ltd., Toronto.
- Roofing Supplies.**
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Metallic Roofing Co., Toronto.
Miller, Morse Hdw. Co., Winnipeg.
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- Screw Plates.**
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Quality Tool Co., Montreal.
- Screw Drivers, Pocket.**
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- Screws, Nuts, Bolts.**
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Steel Co. of Canada, Ltd., Hamilton.
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- Shellacs.**
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Lundy Shovel & Tool Co., Peterboro.
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B. Greening Wire Co., Ltd., Hamilton.
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Maxim Silencer Co., Hartford, Conn.
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McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.
- Singletrees.**
MacKenzie Bros., Winnipeg, Man.
- Slings.**
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- Smoke Stacks.**
Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man.
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Thos. Davidson Mfg. Co., Montreal.
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- Spring Hinges, etc.**
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A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
- Stains, Wood.**
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
- Staples.**
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B. Greening Wire Co., Ltd., Hamilton.
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Steel Co. of Canada, Ltd., Hamilton.
- Steamers and Boilers.**
Soren Bros., Toronto.
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- Steel Wire Hoops.**
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Steel Co. of Canada, Ltd., Hamilton.
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McClary's, London, Ont.
E. T. Wright Co., Ltd., Hamilton.
- Store Ladders.**
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Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Kir-Ben, Ltd., Almonte.
McClary's, London, Ont.
- Stoves, Gas.**
Burrow, Stewart & Milne Co., Hamilton.
Gurney Foundry Co., Toronto.
McClary Mfg. Co., London, Ont.
- Stove Pipes.**
Soren Bros., Toronto.
- Tank Heaters.**
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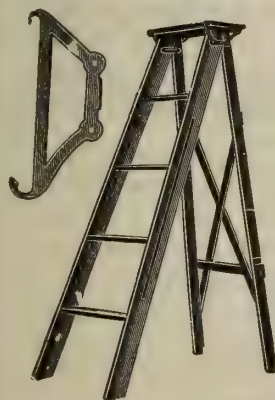
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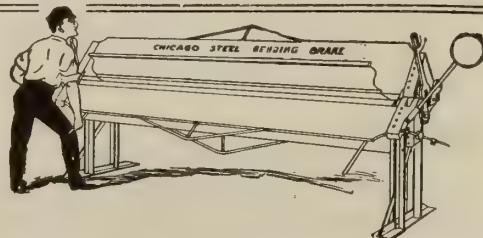
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(Made in all sizes)

Regarding the Steel Bending Brake we purchased last Spring, are pleased to report that we are more than delighted with this machine, not only with the way it is constructed, but with the work it turns out. We formerly used a — brake, but are very glad indeed now that we have made the change. We get more speed and better results.

Yours truly,

THE McCLARY MFG. CO., C. E. Main, Manager
The Steel Bending Brake Works Ltd., Chatham, Ont

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

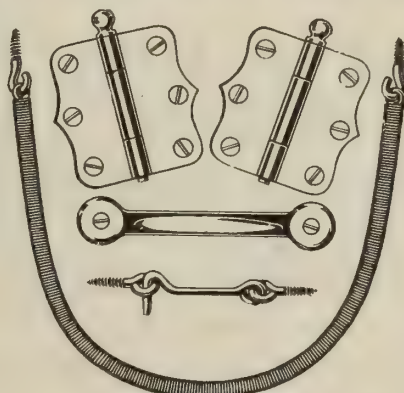
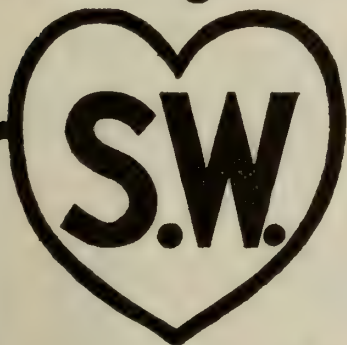
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Tiling, Wall and Floor. Can. H. W. Johns-Manville Co., Ltd., Toronto. The Barton-Netting Co., Ltd., Wind- sor, Ont.	Tubing, Draught. Canadian Consolidated Rubber Co., Limited, Montreal, Que.	Winches. Manitoba Bridge & Iron Wks., Ltd., Winnipeg, Man. The Herbert Morris Crane & Hoist Co., Ltd., Toronto, Ont.	Wire Springs. The B. Greening Wire Rope Co., Ltd., Hamilton. Henderson & Richardson, Montreal.
Tinners' Snips. Peck, Stow & Wilcox Co., Southing- ton, Conn. Taylor-Forbes Co., Ltd., Guelph, Ont.	Vacuum Cleaners. Onward Mfg. Co., Berlin, Ont.	Wire Door Guards. Canada Wire & Iron Goods Co., Ham- ilton, Ont. B. Greening Wire Co., Ltd., Hamil- ton.	Wire Stretchers. MacKenzie Bros., Winnipeg, Man. Richards-Wilcox Canadian Co., Lon- don, Ont.
Tin Plate. A. C. Leslie & Co., Montreal. B. & S. H. Thompson & Co., Mont- real.	Vacuum Sweepers. MacKenzie Bros., Winnipeg, Man.	Wire Guards. Canada Wire & Iron Goods Co., Ham- ilton, Ont. B. Greening Wire Co., Ltd., Hamil- ton.	Wood Finishes. Berry Bros., Walkerville. G. F. Stephens & Co., Winnipeg.
Tinware. Hoods, Ltd., Birmingham, Eng. Soren Bros., Toronto. Sheet Metal Products Co., Ltd., To- ronto.	Varnishes; See Paints. Berry Bros., Ltd., Walkerville, Ont. Pratt & Lambert, Bridgeburg. A. Ramsay & Son Co., Montreal. G. F. Stephens & Co., Winnipeg.	Wire Guards. Canada Wire & Iron Goods Co., Ham- ilton, Ont. B. Greening Wire Co., Ltd., Hamil- ton.	Woven Wire Fencing. Frost Wire Fence Co., Ltd., Hamil- ton, Ont. Dominion Iron & Steel Co., Ltd., Sydney.
Tires, Auto, Bicycle and Baby Carriage. Canadian Consolidated Rubber Co., Montreal.	Ventilators. Metallic Roofing Co., Toronto.	Wire, Iron, Steel, Brass and Copper. Dominion Iron & Steel Co., Ltd., Sydney. B. Greening Wire Co., Ltd., Hamil- ton.	Wrenches. Peck, Stow & Wilcox Co., Southing- ton & Cleveland. Trimont Mfg. Co., Roxbury, Mass. Whitman & Barnes Mfg. Co., v. Catharines.
Tools. Hoods, Ltd., Birmingham, Eng. Buck Bros., Milbury, Mass. The Chapin Stephens Co., Pine Mea- dow, Conn. The Goodell-Pratt Co., Greenfield, Mass. Millers Falls Co., New York. Peck, Stow & Wilcox Co., Southing- ton, Conn. Smith & Hemenway Co., New York. Stanley Rule & Level Co., New Britain.	Wall Plaster. The Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.		

STANLEY'S

Wrought Steel Screen Door Hardware



Set No. 1750.



The Doors May Be Removed by Merely Slipping Out the Pins and Are as Readily Re-hung in Spring.

EACH SET COMPLETE
IN A NEAT BOX
WITH SCREWS



DEALERS and BUILDERS

alike are PLEASED with the high quality of the hardware and the convenient way it is packed ready for use.

Set No. 1750 consists of two 3 x 3 Ornamental loose pin Butts; one 5-in. wrought-steel pull; one No. 3 high-grade steel-wire spring, greatly superior to the ordinary screen springs; and one gate hook and eye. This is the very best set of screen hardware on the market, but sells at prices comparing favorably with other makes of greatly inferior quality.

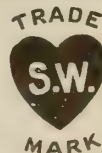
Set No. 1752 is less expensive but fully equal to the screen-door sets of other manufacturers. It is made up of two 2½ x 2½ Butts; one 4½-in. pull; one No. 2 steel spring, and one gate hook and eye.

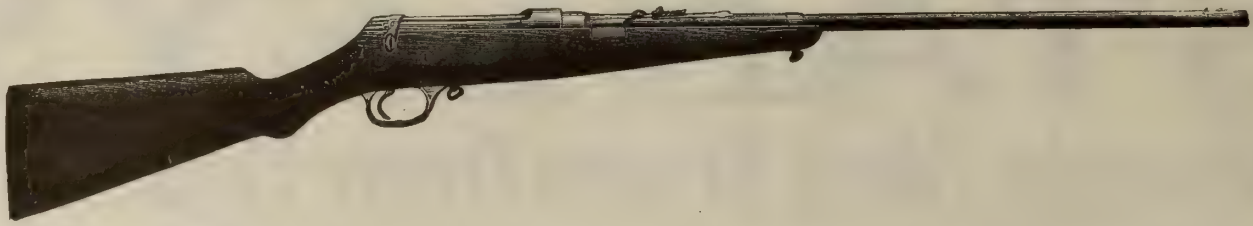
These nets are handsomely finished in Japan, Antique Copper or Dull Brass, or the new "Stanley" Sherardized, rustproof finish, which is just the finish for outside use. Packed twelve boxes in a carton, one gross sets in a case.



Manufactured by
THE STANLEY WORKS
NEW BRITAIN, CONN.

Canadian Representatives:
A. MACFARLANE & CO., Montreal





The Ballistics of Ross Rifles are Fully Explained in the Full, Large, Illustrated Ross Catalogue.

Dealers who sell Ross Rifles should read it—Not only is the information most interesting, but it will help towards a knowledge of fire arms generally and thus impart a better understanding and more thorough salesmanship than is possessed by most dealers.

We send it free on request.

ROSS RIFLE COMPANY, Quebec, Canada

PEERLESS ORNAMENTAL FENCING

It's Made of Heavy Open Hearth Steel Wire

with all the impurities burned out and all strength and toughness left in. Heavily galvanized. Every intersection is locked together with a Peerless clamp. Top and bottom wires of Peerless Poultry Fencing are extra heavy—extra strong. Consequently fewer posts are required. Peerless fencing can't sag—can't rust—can't get out of shape—can't help giving absolute satisfaction.

You can sell our fence with a clear conscience and make money, too.

Send for our dealer's proposition. It's attractive. It will interest you. It's well worth a stamp. Send today.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Man.
Hamilton,
Ontario

We have a large stock of
CARRIAGE and MACHINE BOLTS
and COACH SCREWS,
RIVETS, NUTS and
WASHERS

BOLTS

Orders Filled
and Shipped Immediately

London Bolt & Hinge Works
LONDON, CANADA

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-153 University Ave., TORONTO

Conductor Pipe, Gutter, Ridge, Valley, Nosing, Conductor Elbows, Hold Fast, etc.

Special prices on application

- - PROMPT SERVICE - -

The Roofers Supply Co., Limited **Toronto, Ont.**

Importers, Jobbers and Manufacturers



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs,
etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO

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WINNIPEG

CALGARY

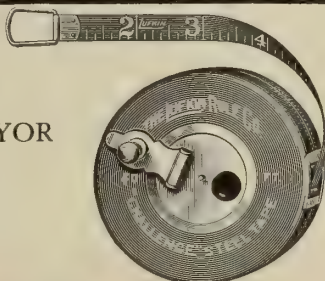
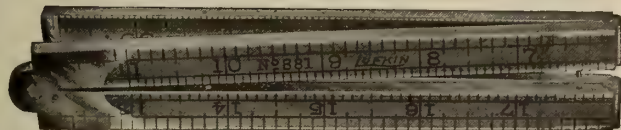
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When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR
are looking for the trade-mark

LUFKIN



SOLD BY ALL
JOBBERS

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or
they have been educated up to it by their
associates.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass

for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO

MCKINNON

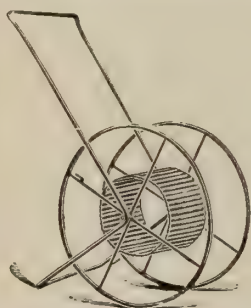
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25%
Better



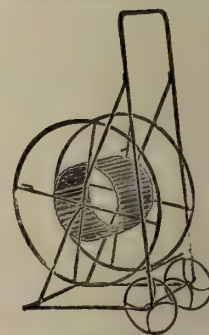
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Jobbers

Made in Canada at St. Catharines, Ont.



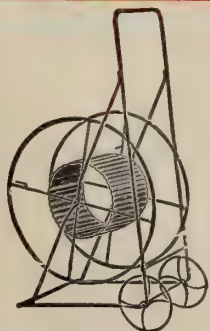
No. 10

Simple and handy to use
Very light yet exceedingly strong.
They preserve the hose.



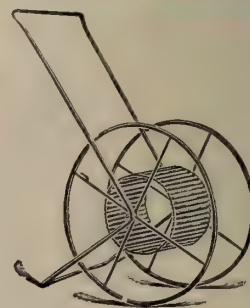
No. 20

MCKINNON ALL STEEL REELS SELL BEST



No. 20

Order NOW for spring delivery
McKinnon Dash Company
St. Catharines, Ont.



No. 10

HARDWARE^{AND} METAL

— CANADA —

Vol.
27

Annual Spring Number

No.
12

March 20th, 1915

PUBLICATION OFFICE: TORONTO



*"Patriotism
and Production"*
Breaking the Prairie

C. W. HOFFERS

**PAINTS, OILS
VARNISHES
GLASS
ETC**

The Quality Idea pervades every line we sell: to try to give our customers the very best—and that at the fairest price possible.

Our Service puts these quality goods in your store with the greatest possible speed and with absolute accuracy.

PLACE A TRIAL ORDER WITH US
—WE WILL PROVE OUR CLAIMS

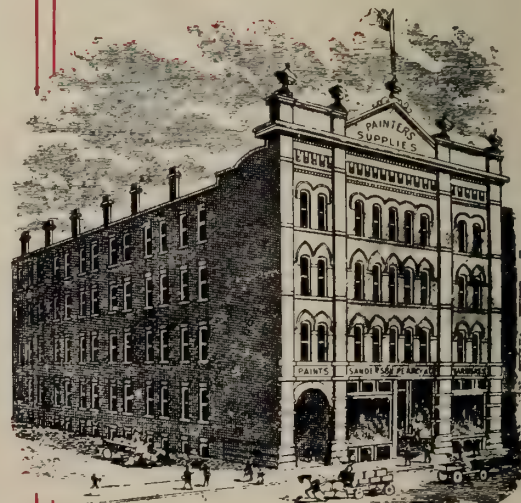
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Sanderson Percy & Co.

Limited

61-63-65 Adelaide St. West, Toronto, Ont.

**The
House
for
Quality
and
Prompt
Service**



Capewell Service

THE HIGHEST QUALITY OF MATERIALS,
THE MOST MODERN AND EFFICIENT PRO-
CESSES OF MANUFACTURE.

THESE TWO FACTORS CAN ONLY RESULT IN
THE BEST GOODS OF THEIR CLASS, BUT———
CAN THEY STAND ALONE?

WHAT IS THEIR NATURAL ALLY?

SERVICE

THE CAPEWELL HORSE NAIL COMPANY
STRIVES TO SERVE, NOT HERE AND THERE,
ONCE IN A WHILE, BUT **ALL THE TIME**.

CAPEWELL SALESMEN COVER THEIR TERRI-
TORIES, FROM ATLANTIC TO PACIFIC, REGU-
LARLY AND SYSTEMATICALLY, STEADILY AND
INVINCIBLY.

A CAPEWELL SALESMAN IS NOT FAR FROM
YOU AT THIS MINUTE, MR. DEALER. HE IS
WORKING FOR YOUR INTERESTS, FOR YOUR
PROFIT AND SATISFACTION, AS WELL AS FOR
OURS.

SERVICE

SERVICE IS WHAT COUNTS, AND WE ARE
PROUD TO STATE THAT THE SERVICE WE
RENDER TO OUR CUSTOMERS, IN EVERY PRO-
VINCE IN THIS WIDE DOMINION, IS WELL
APPRECIATED.

CAPEWELL QUALITY, PLUS CAPEWELL SER-
VICE, ARE INVINCIBLE ALLIES.

The Capewell Horse Nail Company

TORONTO, ONT.

BRANCHES AT

St. John, N.B.

Montreal, Que.

Winnipeg, Man.

Vancouver, B.C.

Red **S** Brand

Window Glass

*Plate,
Figured,
Stained,
Wired,*

Special low jobber's price
for carload buyers to
import.

All orders given immediate
and careful attention.

*Ornamental,
Mirror
and
Bent.*



**MIRROR
MAKERS TO
THE TRADE**

**THE TORONTO PLATE GLASS
IMPORTING COMPANY,
Limited**

Toronto, Ont., Canada

**GLASS
BENDERS TO
THE TRADE**

CANADA'S VERY BEST



Grindstones



"A Hanger for any Door that Slides"



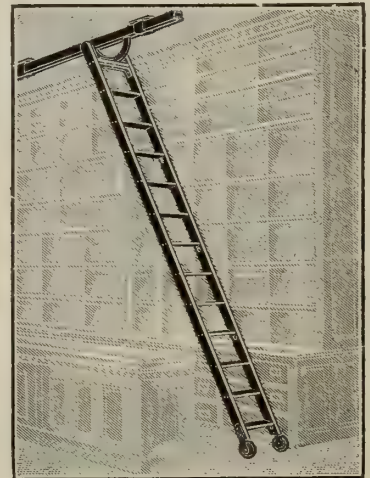
House Door Hangers



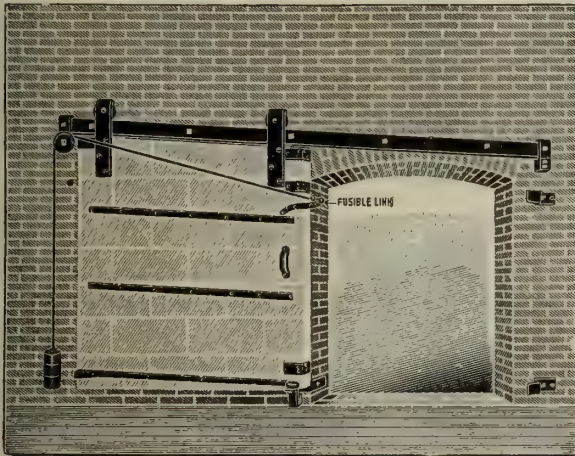
Heavy Latches.



Barn Door Hangers



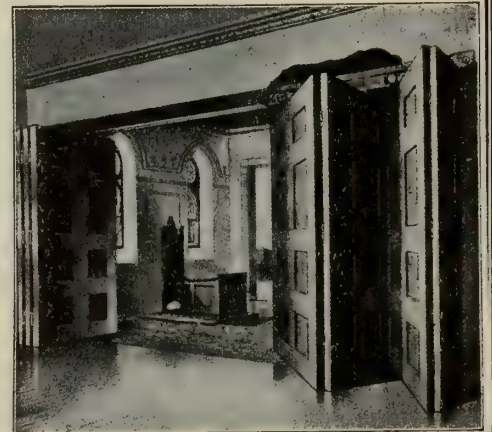
Store Ladders.



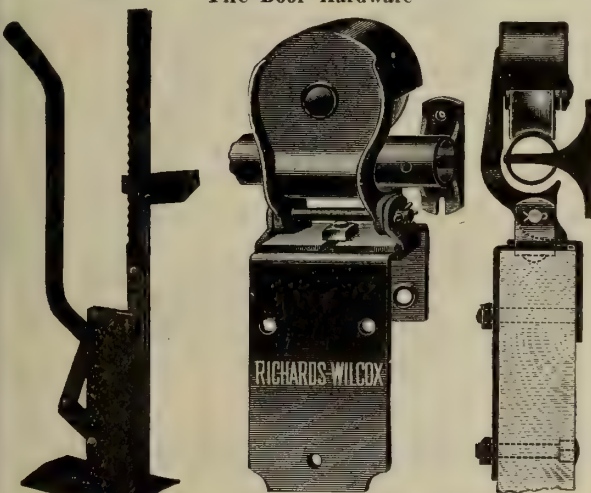
Fire Door Hardware



Joist Hangers.



Folding Door Hangers.



Wagon Jacks.

Round Track Hangers.

ALL MADE
IN
CANADA
AND ALL
GOOD

If it's "R-W," it's the best.

"The
Hanger
People"

Richards-Wilcox



CANADIAN COMPANY, LTD.
LONDON, ONTARIO.



The Clipping Machine your Customers Know
and Like is this

Stewart Ball Bearing Machine



Stewart No. 1 Ball Bearing Enclosed Gear Clipping Machine in Operation

It sells to the user in Canada for only \$8.75

The only satisfactory machine ever offered at the price.

The QUALITY machine, above all others.

You can sell more of these machines than of all others put together. Stewart machines are not thrown back on your hands. They please the buyer and help sell more.

A clipping machine that won't cut, nor continue to cut, is a nuisance. It angers your customer, shakes his confidence in you, and spoils your trade.

That never happens with Stewart machines. That's why every jobber carries them; that's why they add to your prestige for selling **GOODS OF QUALITY**.

If you want the cream of the clipping machine business, sell the Stewart Ball Bearing Machine.

Each year we spend more to help dealers and jobbers sell Stewart machines than the gross sales of all other clipping machine makers amount to. That's real co-operation.

Stewart machines cut keenest and last longest. Each Stewart must satisfy the user, or all money paid out will be refunded.

All jobbers have Stewart machines. Order now, and write us for supply of "Helps to Sell" more of these splendid machines.

Chicago Flexible Shaft Co. 250 Ontario St., Chicago

For Your Customers Who Own Sheep

Nothing could be a better purchase this season of high and rising prices for wool than a

STEWART Shearing Machine

It takes the wool off evenly and quickly all over, and secures the longest staple, which brings top prices.



The Stewart No. 9 Shearing Machine

sells to the user in Canada at only \$12.50

Every sale carries a good and satisfactory profit to you

ORDER FROM YOUR JOBBER

Chicago Flexible Shaft Co. 250 Ontario St., Chicago



RUBBER GOODS FOR THE HARDWARE TRADE

We make Hose of all kinds, Packings to suit every requirement, Belting for all purposes, Force Cups and Plumbers' Supplies, Tubing, Valves, Valve Discs, Wringer Rolls, Rubber Mats and Matting, Stair Treads, Interlocking Rubber Tiling, Automobile, Carriage and Truck Tires, etc., etc.

Send for Catalogue and Booklets.

Gutta Percha & Rubber, Limited

Toronto Montreal Winnipeg Regina Saskatoon Calgary
Edmonton Vancouver Sydney, Melbourne and Perth, Australia



This Label on every article.

SHIPMENTS MADE PROMPTLY

THE SHEET METAL PRODUCTS CO. OF CANADA LIMITED

MONTREAL

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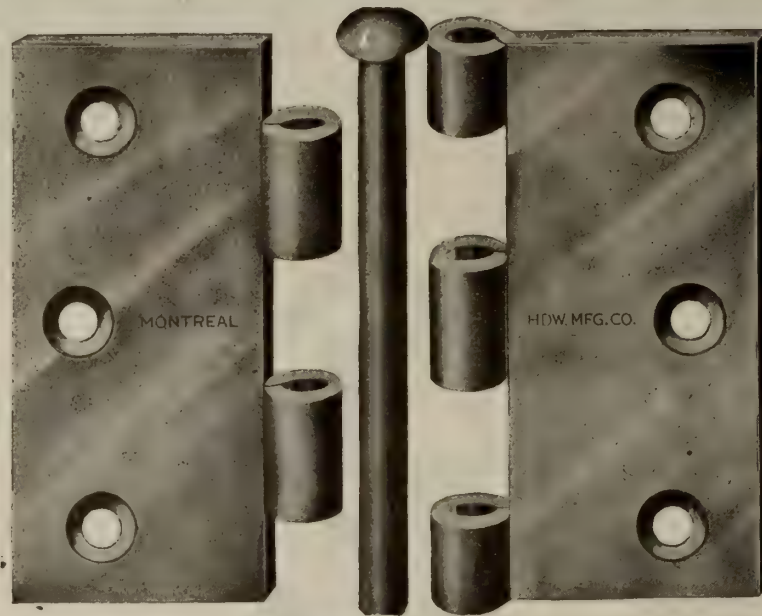


Standard Goods THE Best to Handle

M. H. Brand Hardware

IS STANDARD---IT IS THE LEADER IN ITS LINE

Moderate
Prices
and
Quick
Deliveries



Up-to-date
Designs
and
First-class
Workman-
ship

Made
in
Canada

CUT THIS OUT
AND MAIL
TO-DAY

Made
in
Canada

Highest quality goods, attractively boxed, designed to meet the needs of your trade---

This line is well finished and equal to any imported line at higher prices.

We invite comparison both as to quality and price.

Montreal Hardware Mfg. Company
LIMITED
MONTREAL

To The Montreal Hardware Co., Limited, Montreal
Sirs,—You may send me catalog of your complete line—without obligating me in any way.
Yours truly,
NAME
ADDRESS

CAUGHT WITH THE REEL GOODS

REELS
RODS
HOOKS
BAITS
MINNOWS
LINES
TROLLS
SEINES
NETS
GAFFS

FLY HOOKS
TACKLE
BOXES
TROUT
BASKETS
CASTS
GUT
ROD
MOUNTINGS
FLOATS
SWIVELS
SINKERS
TRAPS



Mr. Dealer!

Do you know that the REEL LINE you ought to be thinking about now is

FISHING TACKLE?

Think what a fine business you can build up on a first-class assortment of goods from our large stock.

"The Sportsman looks for it and he has to have it."

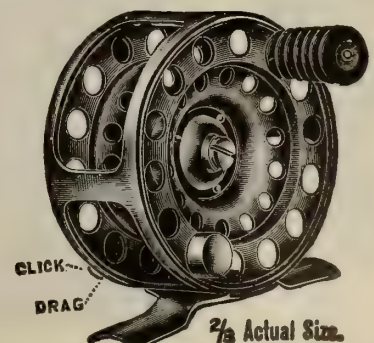


"The largest assortment of fishing tackle in Canada at your service."

Why not place your order to-day and make your store "the catch of the season"? We want to impress this upon you: "We carry a complete stock, not the staples only that are usually carried by a Hardware Jobber."

LEWIS BROS., LIMITED

MONTREAL



Russell Jennings

Russell Jennings— The importance of the full name

In 1855 Mr. Russell Jennings patented what is now universally known as the "extension lip" bit. This bit was made of the finest steel and soon became recognized as superior to any other bit made.

Its success called into being imitators who followed the style as closely as they dared, naming their product "Jennings Pattern" bits. These so-called Jennings Bits are frauds—no bit is a genuine Russell Jennings unless it has the full name, "Russell Jennings" stamped on the round of the shank. It is only fair to us to see that bits not bearing this identification are not sold as Russell Jennings. Genuine Russell Jennings auger bits may be purchased for boring any kind of wood, and we guarantee them satisfactory in every way.

Auger Bits with three speeds of worm threads for boring any kind of wood



Fig. S

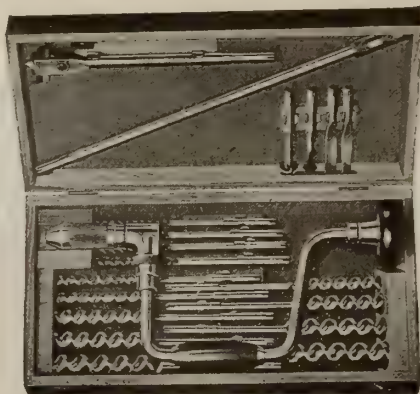


Fig. A



Fig. X

To insure the best results in boring, the worm which leads the bit into the wood should be suited to the material which is to be bored. Our bits are made with three speeds of worm thread—Fig. S double thread, for accurate work in seasoned wood, not extremely hard or gummy. Fig. A quick-boring, adapted for hard or gummy woods, end boring, etc. Fig. X double quick thread, for rapid work in soft woods only. Not practical for hard woods.



Russell Jennings Tools in Convenient Sets

Besides our auger bits we also make bit braces, extension bits, bit extensions, screw drivers, countersinks, etc. Our bits are put up in canvas rolls or wooden boxes in a variety of sets. Our complete sets, including braces, etc., are also put up in convenient sets, and will be found to be favorites with cabinet makers and high-grade carpenters.

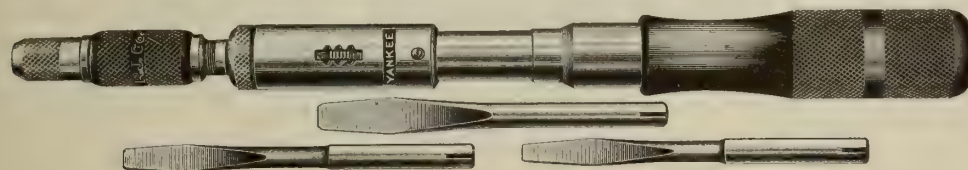
21-139

Russell Jennings Manufacturing Co., St. Catharines, Ont.

Boring Tools

Russell Jennings Tools with "Precision" turned shanks

While we continue to make all our bits with the ordinary square-headed shank, we have found that this shank causes much bother by working loose and pulling out of the brace chuck. To remedy this, we invented a turned shank having a slight reversed taper and a slotted end. This shank *prevents turning or pulling out of the chuck* and *insures perfect alignment* of the bit. Any of our auger bits may be had with this new style of shank and we have fitted our bit braces with chucks to hold it.

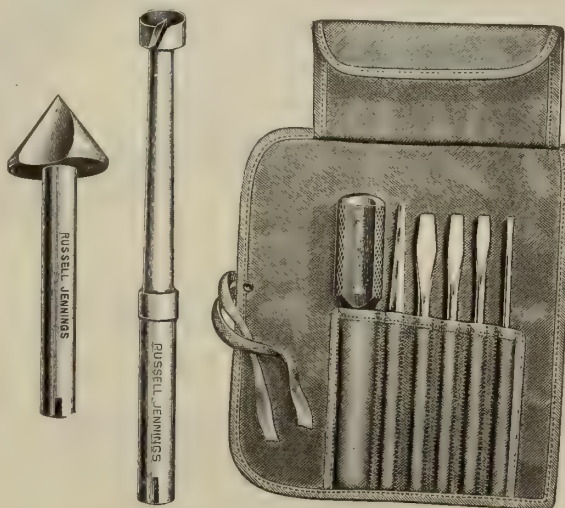


"Yankee" Tools for Russell Jennings Precision Shanks

All of our auger bits, screw drivers, countersinks, etc., having Precision shanks may now be used with the well-known Yankee tool for we equip them with our Precision chucks. This combination of Yankee and Russell Jennings Precision tools is a fine sales proposition as it gives the mechanic remarkable service and permits the use of a large number of tools in the Yankee screw driver.

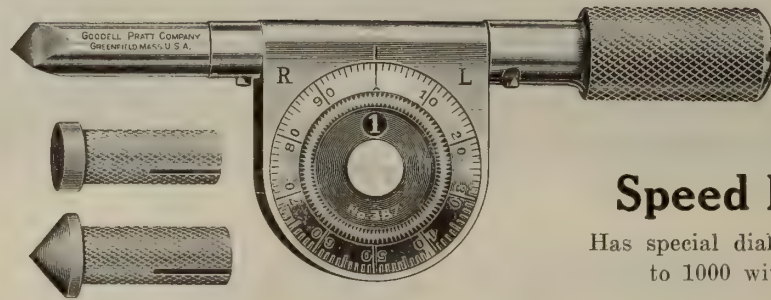
Russell Jennings Precision Tools in Sets

These tools may be purchased separately or in convenient sets. The combination of the well-known names Russell Jennings and Yankee is the guarantee of quality. Send for new booklets describing "Yankee Precision" tools.



21-139

Russell Jennings Manufacturing Co., St. Catharines, Ont.



No.
387

Speed Indicator

Has special dial recording hundreds to 1000 with quick return

FOUR NEW TOOLS!

The four new tools shown on this page appear in our new No. 12 Catalog, and this isn't a commencement even, there are over 80 new ones in our No. 12 book. Our customers complimented us on the completeness of the No. 11—but the new one is a marvel indeed.

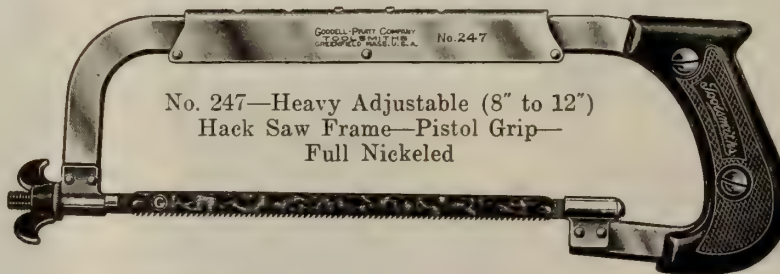
**GOODELL
PRATT**
1500 GOOD TOOLS

Remember, we don't follow precedents, we create them. ¶ Over a period of 16 years, we have filled 90% of our orders on the day of their receipt and 50% of the balance on the day following; and we expect to continue to offer our customers the maximum of efficiency.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS.



No. 247—Heavy Adjustable (8" to 12")
Hack Saw Frame—Pistol Grip—
Full Nickeled



Ratchet Socket Wrench
No. 419

This tool has a $\frac{3}{4}$ -inch Hexagon Socket. We can furnish extra sockets $\frac{5}{8}$, $\frac{7}{8}$, $\frac{11}{16}$, $\frac{13}{16}$ with $\frac{3}{4}$ Hexagon Shanks.



No. 360—Lineman's
Vise—Drop Forged

Raleigh Bicycles



Raleigh Three-Speed Model

The make the
British War Of-
fice are using at
the front.

Built for hard service

of the highest grade materials, best equip-
ment, distinctive in beauty, strength and
durability.

A Good Profit
for
Hardware Dealers

*Write for Catalogue and
Prices*



Popular Model



H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE

LIMITED

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

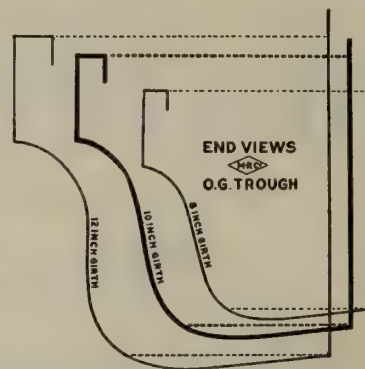
GRAHAM NAILS ARE THE BEST





Our Die-Stamped Trough will save you money!

No prick marks to solder up—no bad-fitting joints—every length **absolutely** identical—saves time and solder—correct shape—10 ft. lengths.



FULL LINE OF
Conductor Pipe—Elbows—Ridges, Etc.
Straight Pipe, True and Uniform, with tight, even seam.

SEND FOR
ILLUSTRATED PRICE
LIST, No. 42

Skylights

Set Up or Knocked Down.

Metallic Sidings

Brick, Stone, Rock-faced Brick, Manitoba, etc.

Special Galvanized Iron Work

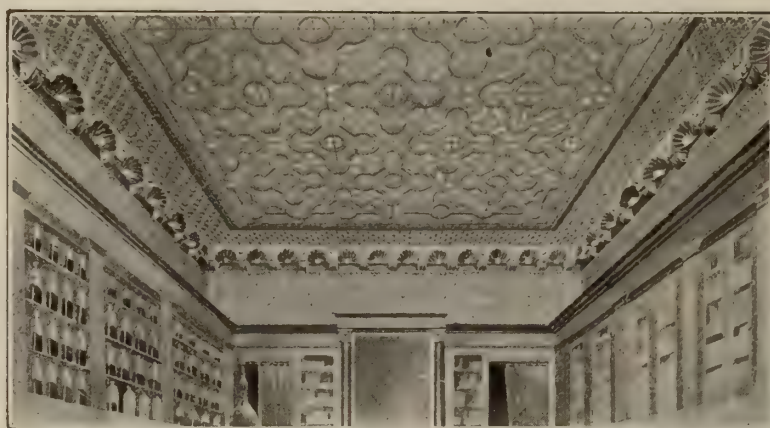
of every description. Send us your details.

Ventilators

The "Halitus"—a good one.

Barn Roof Lights

The "Acheson," the original and the best.



Our Ceilings

Are Re-squared after Stamping

Therefore are dead true and square.

Have Machine-cut Beads
Therefore are snug at joints.

Are Sharply Embossed
Therefore pleasing in appearance.

Metallic Ceilings and Walls

Catalogue and Price List on request.

THE METALLIC ROOFING COMPANY, LIMITED

Manufacturers

TORONTO

and

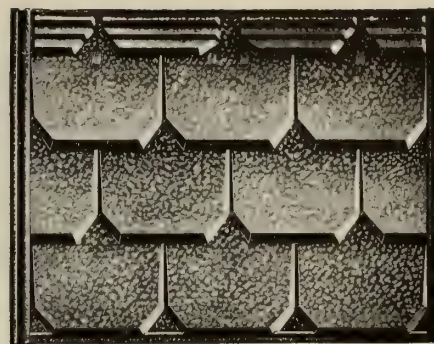
WINNIPEG

"EASTLAKE"

*The finest shingles that ever
shed water off a roof!*

Sell them for Houses!

Sell them for Barns!



TINSMITHS---Let this fact sink in---and profit by it

*You can to-day buy and lay Galvanized "Eastlake" Shingles on house roofs,
ADDING A GOOD ROUND PROFIT, for practically the same money
as a carpenter charges for wood shingles.*

Do you realize what this means? One thing that it means is

HUNDREDS of THOUSANDS of DOLLARS' PROFITS to TINSMITHS!

Will you investigate? Will you write us for proof of our statement? Will you ask us for a supply of advertising literature to help you get your share of these profits?

Note these arguments in favor of "Eastlake" as against wood shingles:—

First cost practically same—Last 3 or 4 times as long—Fire and spark proof—
Lightning-proof—Increases property value—Reduces insurance rates—Benefits
community by reducing fire hazard—Sheds clean rain-water and more of it—etc.

**Don't you think you can beat the wood shingle man
with all these arguments in your favor?**

Do it now! Write us at once and get started.

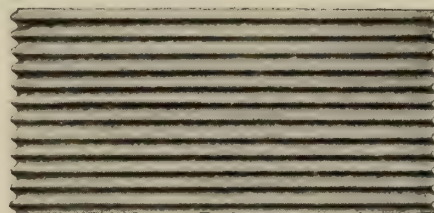
Corrugated Iron

MADE RIGHT AND LAYS RIGHT
CORRUGATIONS DEEP, TRUE AND UNIFORM

Sundries that FIT

RIDGE CAP, HIP CAP, SIDE AND END FLASHINGS

Our corrugated sheets will line up straight with an entire absence of that tendency to "run" which is found in inferior makes.



**"QUALITY
FIRST"**

THE METALLIC ROOFING COMPANY, LIMITED

Manufacturers

TORONTO

and

WINNIPEG

MADE IN CANADA

BUFFALO**You Are Protected**

Our oils, lubricants and specialties are NEVER sold direct to the consumer. We market through you—the dealer.

Buffalo Oils are the very best. They make friends for you.

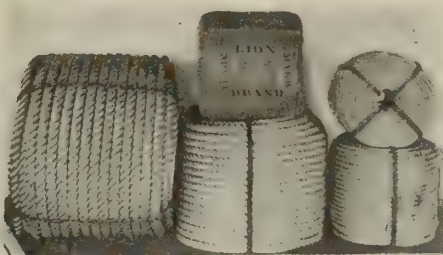
Push this line and you strike a blow at the Mail Order evil.



Prairie City Oil Co.
LIMITED

Winnipeg, Man.





Lion Brand Cordage

Made in
CANADA



The largest variety
MADE IN CANADA

A student of finance once stated: "I don't know much about the tariff, but I do know this much: When we buy goods abroad, we get the goods and the foreigner gets the money. When we buy goods made at home, we get both the goods and the money."

We manufacture **Cordage, Binder Twine, Small Twines, Packings, Clothes Lines, etc.,** of every description.

MANILA, SISAL, ITALIAN, RUSSIAN, JUTE.

Our twelve distributing points in the Dominion and their large stocks ensure quick delivery

Consumers Cordage Co., Limited

Mills at Dartmouth, N.S., and Montreal

Branches at Toronto and St. John, N.B.

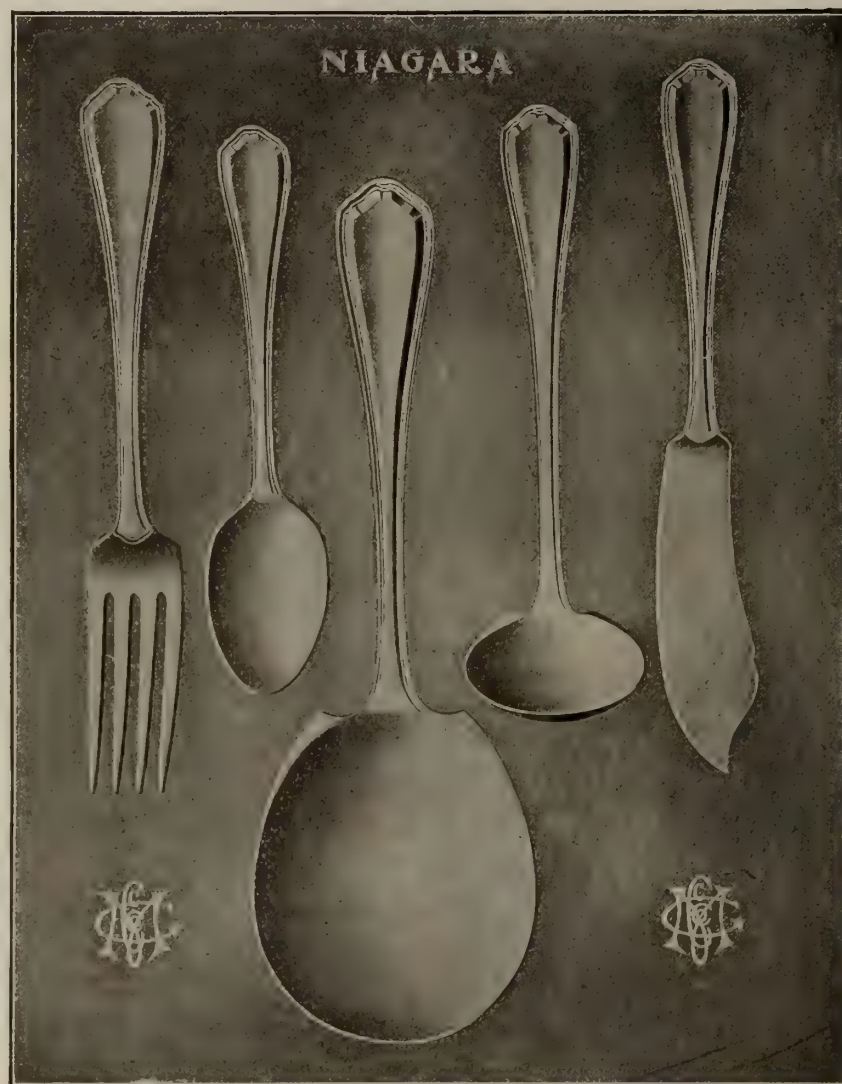
Agents:

TEES & PERSSE, LIMITED, Winnipeg, Regina, Moose Jaw, Saskatoon, Calgary, Edmonton.

MacGOWAN & CO., Vancouver.

**DEPENDABILITY
STRENGTH
SERVICE**





Niagara Pattern



Compare the designing, the die work, the finish of The King's Plate with the finest imported plated ware. Then compare the prices, and you will at once realize that in The King's Plate Canada has outrivalled competitors on *all* points.

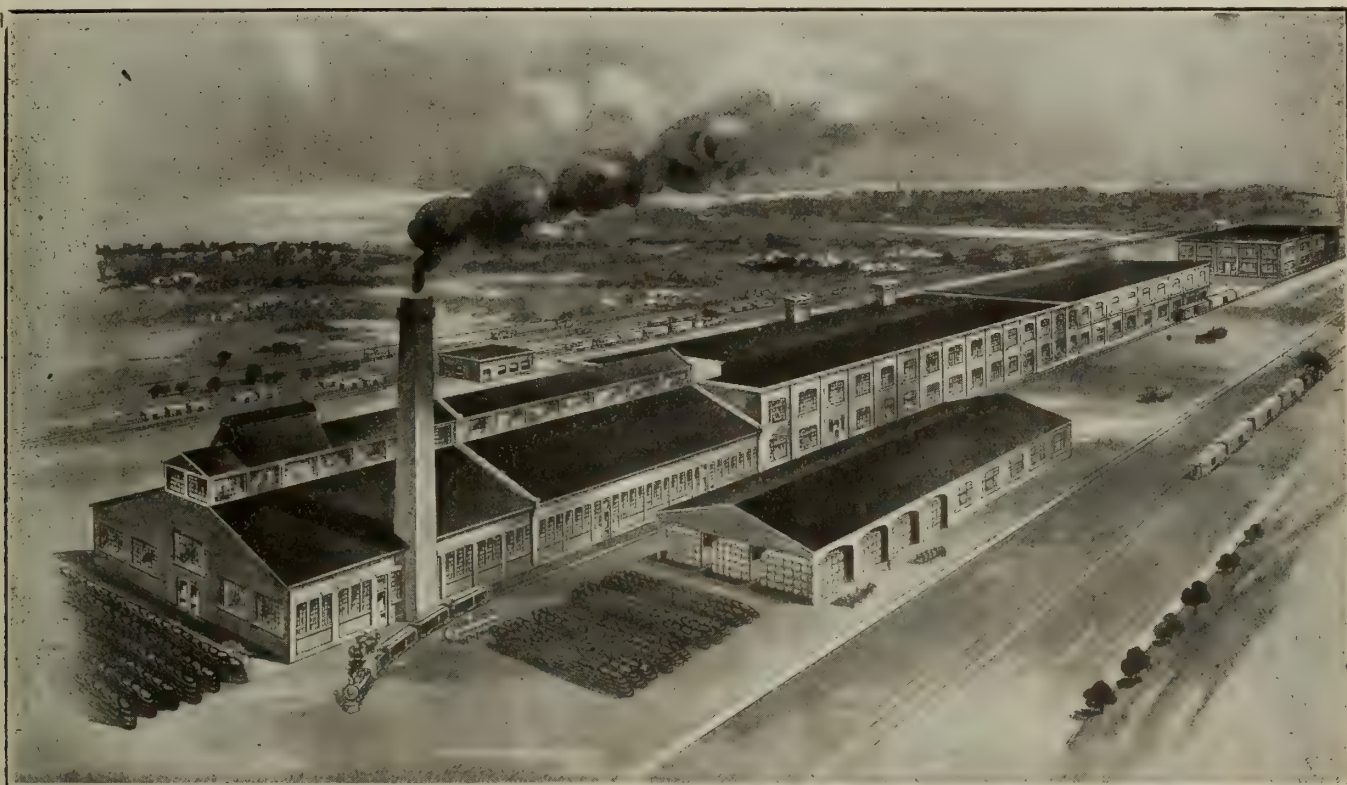
The King's Plate

McGLASHAN, CLARKE CO., Limited
 NIAGARA FALLS - - - ONTARIO

The Laidlaw Bale-Tie Co., Limited, Hamilton, Canada

Geo. W. Laidlaw, Vancouver, B.C.

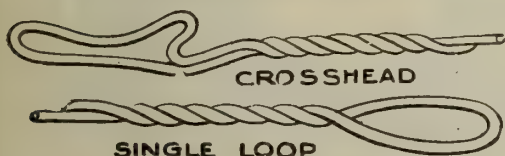
Harry F. Moulden & Son, Winnipeg, Man.



Our New Plant Erected 1912-13

Wire Bale Ties

for Baling Hay, Pulp, Box Shooks,
and many other things



Our Steel-Hooped Keg
EXTRA STRONG, TIGHT JOINTS

WIRE NAILS

ANY SIZE OR PATTERN

Wire Fence Staples

Bright or Galvanized
Poultry Netting
Staples

WIRE

Bright, Annealed
Coppered, Stove
Pipe, Liquor fin-
ished Square, etc.

We are exclusive manufacturers for
Canada of the Carnegie Steel Co.'s

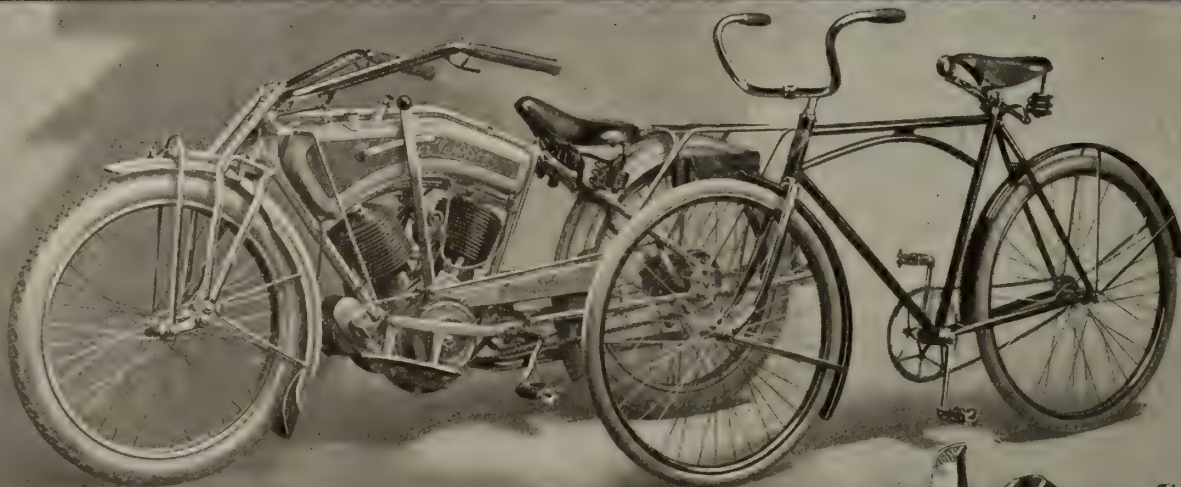
Brainard Patent Steel Barrel Hoop

FOR ALL SLACK COOPERAGE

Try us and you'll order again and again

OUR MANUFACTURING and SHIPPING FACILITIES ASSURE HIGH QUALITY and QUICK DELIVERY

IVER JOHNSON



Just tell your customer it's a "Hammer the Hammer" revolver. You won't have to give additional arguments.

More than 3,000,000 Iver Johnson Safety Automatic Revolvers are now in use. Not a single instance of accidental discharge is on record. They are automatically safe.

Furthermore they shoot close, and have tremendous range, and penetration.

The only moderate-priced revolver that is internationally advertised.

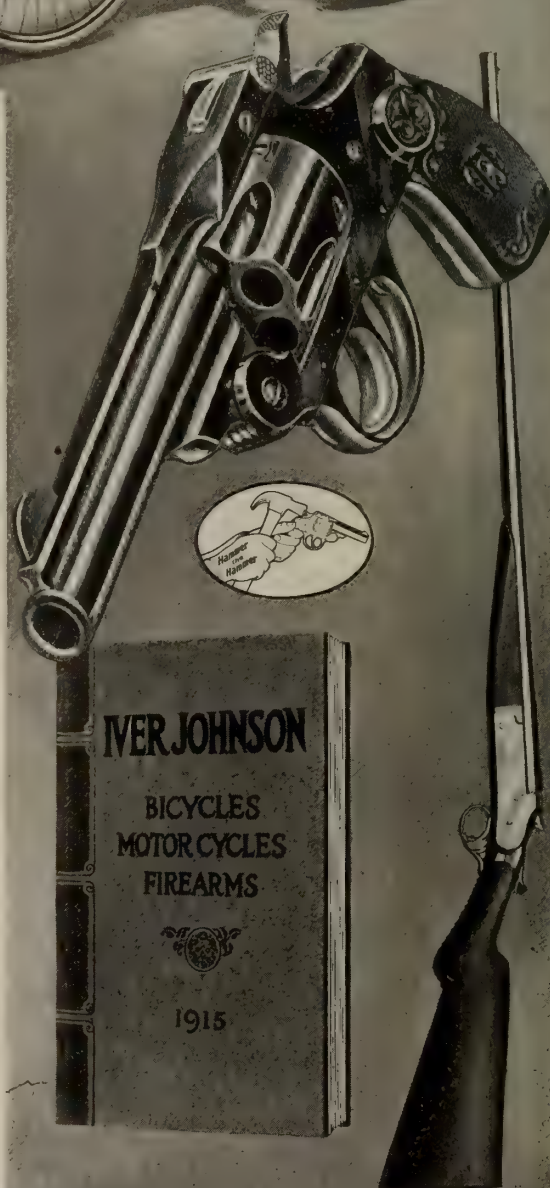
Carried by all Canadian jobbers.

Send for our 84-page catalogue of revolvers, shotguns, bicycles and motorcycles.

**IVER JOHNSON'S
ARMS & CYCLE WORKS**

350 River Street

Fitchburg, Mass.





"WILWEAR"

Bath Room Fittings and Specialties

ASSORTMENT No. 10



4 Doz. each K 94. 24" and 27" Glass Shelves with Brass N. P. Brackets.



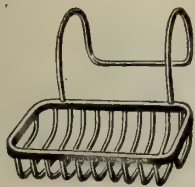
4 Doz. each K 84. Oak and White Bath Tub Seats.



4 Doz. K 56. Glass and Soap Dish Holder.



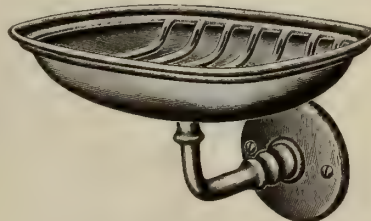
4 Doz. K 118. Glass Holder.



4 Doz. K 106. Tub Soap Dish.



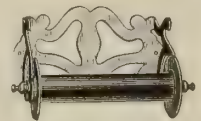
4 Doz. K 3. Towel Arms.



4 Doz. K 69. Wall Soap Dish.



4 Doz. each K 3515. 18" and 24" 3/4" Crystal Bars with heavy brass nickel-plated posts.



4 Doz. K 40. Toilet Paper Holder.



4 Doz. K 3718. Wall Soap Dish.



4 Doz. K 54. Tub Soap Dish.



4 Doz. K 114. Glass and Tooth Brush Holder.

This is one of the assortments of "WILWEAR" Bath Room Fittings

which will net you, Mr. Jobber, and you, Mr. Retailer, a fine profit and yet sell at a reasonable price.

These goods are always carried in stock and shipments can be made the day order is received. You do **not** have to wait for the goods to be **made to order** and so have a dissatisfied customer.

Prices and full particulars on request.

Also ask us about our line of Lawn Sprinklers. It will pay you well to do so.

Our prices are right and our goods are guaranteed.



NOVELTY MFG. CO.
WATERBURY, CONN.



Washing Machine and Clothes Wringer business is profitable, but---

You are responsible for the quality of the goods you offer and the results they produce.

If this Trade-Mark



appears on the machines you display you need have no fear of results.

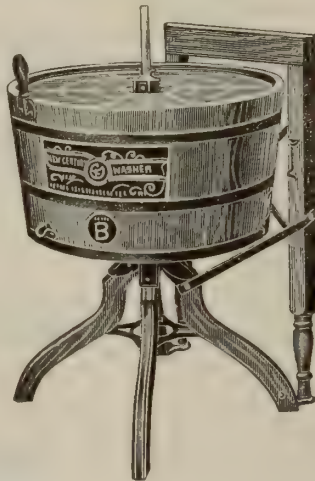
They Make Good
always and everywhere.



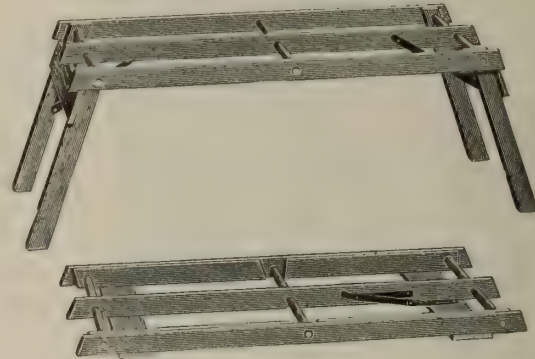
New
Idea, Electric or Engine Drive



Warwick Laundry Tub Wringer



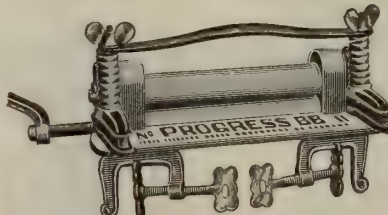
New Century "B" Hand Washer



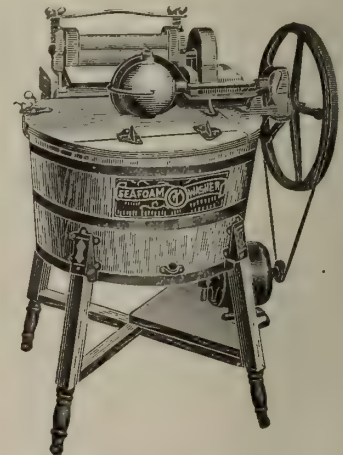
Gem Folding Wash Bench



Warranty Wringer



Progress Wringer



Seafoam "A" Electric or
Engine Drive

Cummer-Dowswell, Limited Hamilton, Canada

CANADIAN TUBE & IRON CO., LIMITED

MANUFACTURERS OF

BOLTS and NUTS

Carriage Bolts, Plow Bolts,
Coach and Track Bolts,
Lag Screws, Square Nuts,
Tire Bolts, Hexagon Nuts,
Machine Bolts, Boiler Rivets,
Sleigh Shoe Tinnings,
Bolts, Rivets, Etc.

TRADE



MARK

WROUGHT PIPE

Black and Galvanized, sizes $\frac{1}{8}$ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also manufacture
NIPPLES and COUPLINGS

Black and Galvanized, in all sizes.

WORKS: LACHINE CANAL - - MONTREAL

SELLING AGENTS
FOR

Colonial Wire Mfg. Co., Limited

Works: LACHINE CANAL, MONTREAL

— MANUFACTURERS OF —

SMOOTH STEEL WIRES

Bright, annealed, oiled and annealed.
Coppered and Coppered Spring.

TINNED MATTRESS WIRE

BROOM WIRE

FINE WIRES

(Plain and Galvanized)

FENCE STAPLES

WIRE NAILS

WOOD SCREWS

PUMP RODS

Plain and Galvanized

Canadian Rolling Mills Co., Limited

Works: LACHINE CANAL, MONTREAL

— MANUFACTURERS OF —

Bar Iron and Steel

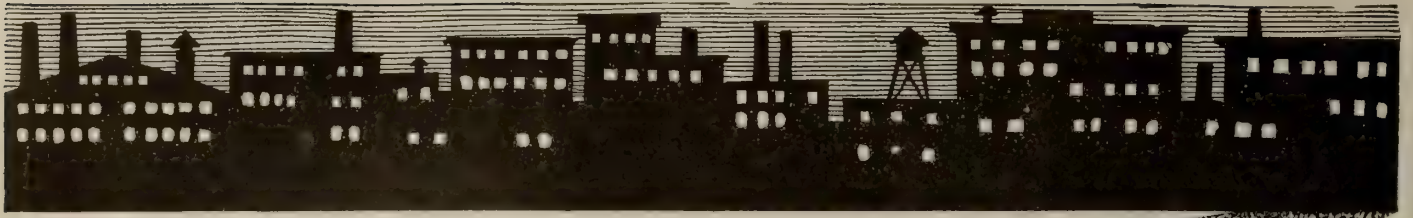
IN ROUNDS, FLATS
AND SQUARES

ALSO

Twisted Steel Bars

FOR

Reinforcing

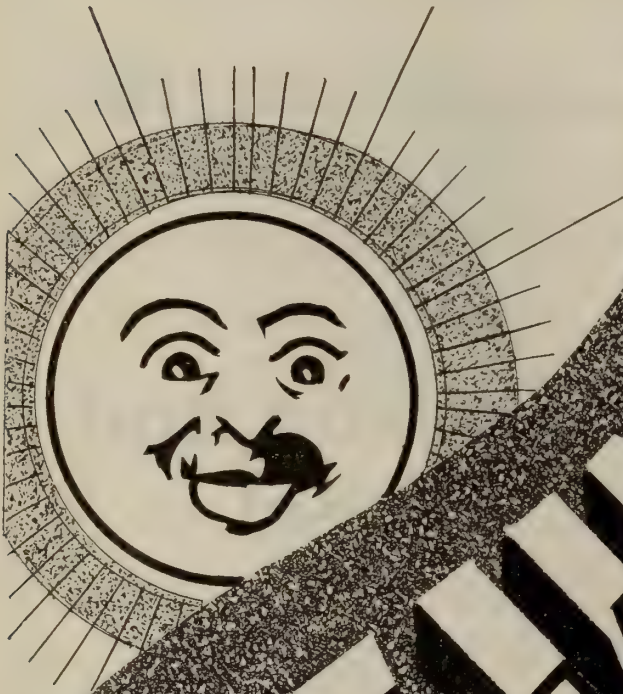


Three Times the Light---and Better Light---
at the Same Cost---that's Sunbeam

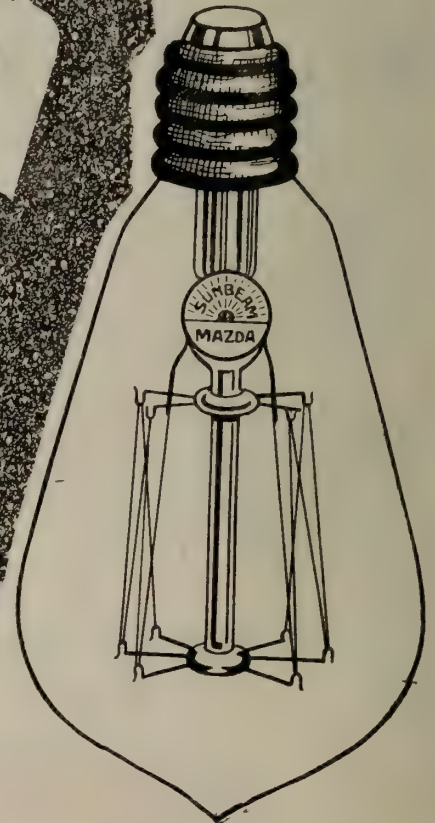
Help to keep your workmen up to their best. Use Sunbeam Mazda Lamps—They produce a soft, eye-easing light which tends to maintain "daylight" efficiency at all times. Buy Sunbeam Mazda Lamps on our guarantee and save money. Orders filled promptly.

Canadian Sunbeam Lamp Co., Limited
Dufferin and Liberty Sts., TORONTO
MADE IN CANADA

*The Road
that Leads
to Greater
Efficiency
in Your
Workmen*



SUNBEAM



Across the Counter from You

Men who buy **Starrett Tools**—

Machinists-Carpenters-Engineers

Chauffeurs-Electricians-Etc.



Every Man Is a Possible Customer

Your counter marks a change of view-point. You are interested in selling goods of reliable quality for a satisfactory profit. Across the counter from you many men come in the course of a year—all interested in getting value for their money.

Every one of these men is a possible customer for Starrett Tools. If they are machinists, carpenters or electricians, the fine tools for their trade will appeal to them. They are always interested in new and improved tools. If the men are motorists, amateur mechanics, or home owners they can be interested in scrapers, screwdrivers, ratchet wrenches, etc. Whether you sell to the mechanic or business man,

each Starrett sale is profitable to you and so satisfactory to your customer that he comes back for more tools of the same line, particularly if you give him our catalog to study. The only way to increase your tool business is to keep a full stock. When men want tools, they generally need them at once and if you cannot sell them they go elsewhere. And remember, *every* man is a possible customer for Starrett Tools.

SEND FOR A SUPPLY OF CATALOGS No. 20 M.A.

The L S. Starrett Co., Athol, Mass.
World's Greatest Toolmakers



NEW YORK U.S.A.

42-425

Shield Brand

Tarred and Dry
Sheathing

Dominion Brand

Tarred Felt
Coal Tar and
Pitch

Good Luck

Tarred and Dry
Fibre

Link your store with this

Quality Roofing

---IT WILL PROVE A VERY PROFITABLE CONNECTION

That the combination of merit and reasonable price find a ready market for these goods, is proven by the remarkable increase in size of our customers' orders.

We're deeply interested in the dealer's results, because it helps us. We do all in our power to maintain quality of the highest standard, for it is such quality that is always fresh in a customer's mind, and that gets the re-orders.

Give them a trial. The profit is good.

Time to stock up now for Spring demands. **Write.**

J. H. McCOMB, Limited

82 Shannon Street, MONTREAL

Shield Brand

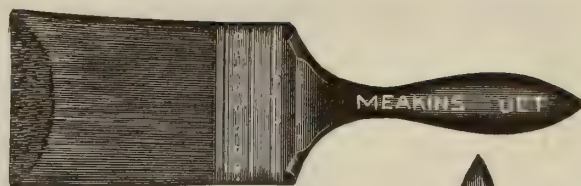
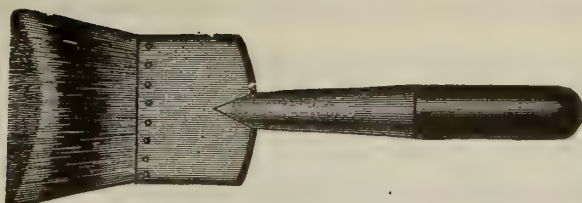
Ready Roofing
2 and 3 Ply

Black Cat

Tarred and Dry
Sulphate

Rubber Roofings

Black Cat
Good Luck
McComb's
Special
1, 2 and 3 Ply



MEAKINS BRUSHES

WILL ESTABLISH A BIG RE-ORDER
BUSINESS FOR YOU



THEY LOOK THEIR QUALITY

The fine finish of Meakins Brushes gives the customer the impression of their quality which means quick, easy sales.

"Meakins" brushes are made by the most expert brush makers that are procurable and strictly up-to-date equipment. They are the result of years of specialization in this line and our aim to outsell by excelling.

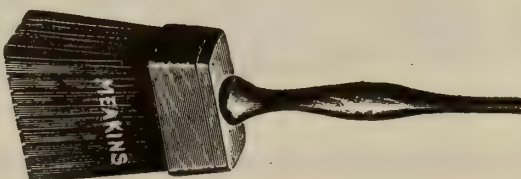
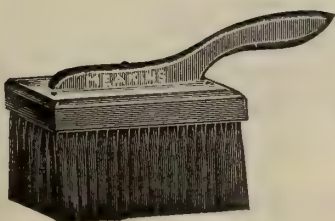
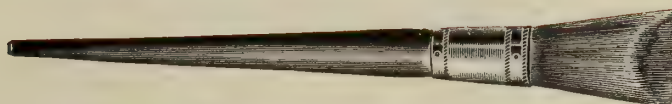
MEAKINS QUALITY MEANS HIGHEST SATISFACTION FOR YOUR CUSTOMER AND INCREASED PRESTIGE AND PROFIT FOR YOU.

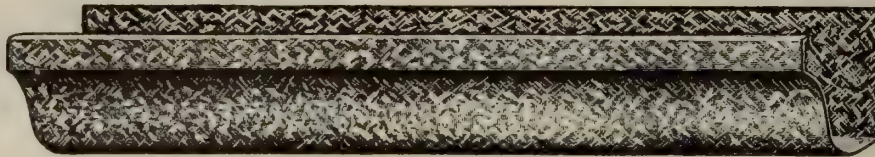
We make a large variety of brushes. Send us for catalog on our complete line—then order through your jobber.

Meakins & Sons, Ltd.
HAMILTON, ONT.

Warehouses:

WINNIPEG LONDON TORONTO MONTREAL



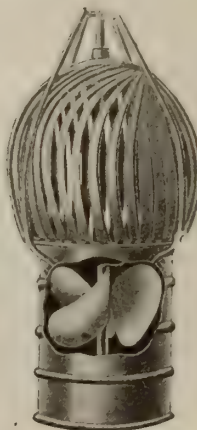


Our eave trough is still the best looking and best fitting in Canada, saving time and solder in putting up.

The seam of our Conductor Pipe is absolutely tight and straight, and nothing but the best quality of galvanized iron is used in making it.

Corrugated Roofing and Siding

RIDGE ROLL,
SKYLIGHTS
CONDUCTOR
HEADS
GALVANIZED
SHEETS
COPPER
SHEETS



VALLEYS
ELBOWS
VENTILA-
TORS
CONDUCTOR
HOOKS
TIN PLATES

We ship while others are thinking of it.

Wheeler & Bain
TORONTO



ACTUAL PROOF

of Superior Quality should be more convincing than a good reputation or any guarantee.

Why not handle Screw Drivers that are *provably* better — when they cost no more? Drivers that are conspicuous for their quality. Our high-grade Screw Drivers are in a class by themselves. A sample will convince you and our *moderate prices will surprise you*.

A test that proves the superiority of our Drivers

¶ The cut shows a six-inch Screw Driver (out of stock) supporting the entire weight of a man weighing 184 lbs. Notice the spring in the blade. It was uninjured by the test.

¶ This test shows the fine quality and exceptional strength in our "Matchless," "Vulcan" and "Hercules" Drivers.

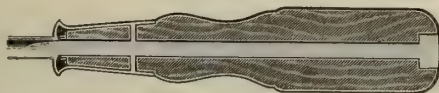
¶ The perfect temper at the point where the twisting strain comes cannot be illustrated, but **IT'S THERE**, and we guarantee every one of them.

Two Popular Patterns. The kind that good mechanics are looking for.

THE MATCHLESS



SECTIONAL VIEW



THE VULCAN



CANADIAN REPRESENTATIVE:

PRESCOTT W. ROBINSON

695 Victoria Ave.,

Montreal, Canada

THE BRIDGEPORT HARDWARE MANF'G CORP.

BRIDGEPORT, CONN., U.S.A.

PREPARED DECORATIVE BURLAPS

FOR WALLS

HARDWARE DEALERS WHO HANDLE PAINTS

and who have not as yet handled Wall Burlaps, would find it greatly to their advantage to investigate the merits of our Burlaps.

Painters and Decorators use large quantities of our goods and the dealer with a stock on hand reaps the benefit of this trade.

A sale of Burlaps usually means also an order for Paints.

*Handled by Leading Jobbers
of Wall Papers, Paints, etc.*

Send for Samples and Prices.

(SEE OPPOSITE PAGE FOR FURTHER PARTICULARS)

Manufactured by

The Dominion Oil Cloth Co., Limited
MONTREAL

SANITARY

ARTISTIC

EASILY

CLEANED

DUST-PROOF

ECONOMICAL

DURABLE

PREPARED DECORATIVE BURLAPS

FOR WALLS

DOUBLE SIZED and OIL COATED

Made in widths of 30, 36, 45, 54, 60, 72 and 90 inches.
All Standard Shades.

DYED DURLAPS

Made in widths of 36, 54 and 72 inches only. A Good
Variety of Shades.

LENGTH OF ROLLS, ALL LINES, 30 and 60 Yards

Economy and Durability

These are two of the chief features of our
Wall Burlaps and if the goods possessed no
other qualities to recommend themselves, it
would still be to your advantage to use them.

But they do possess other excellent quali-
ties, some of which are mentioned on the
opposite page.

**Handled by Leading Jobbers of Wall
Papers, Paints, etc.**

Send for Samples and Prices

Manufactured by

The Dominion Oil Cloth Co., Limited
MONTREAL

Hardware Dealers

**who handle
Builders' Sup-
plies**

should not
overlook put-
ting in a stock
of our Burlaps
in order to be
prepared for
the brisk de-
mand for them
when the build-
ing season is
here.

LONDON



Tough

Fibrous

Corrosion-resisting

London Bar Iron is absolutely flawless and is uniform throughout.

Our methods of production enable us to produce this high-grade Iron at the **LOWEST PRICES.**

A trial will convince you of its distinctive quality, and will result in a better grade of output and **big savings** for you.

London Rolling Mill Co.

LIMITED

London, Ont., Canada

SALES AGENTS:

Manitoba—Bissett & Loucks, Limited, Winnipeg. British Columbia—McPherson & Teetzel, Vancouver.

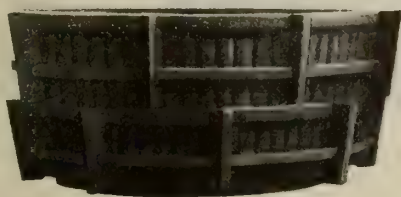
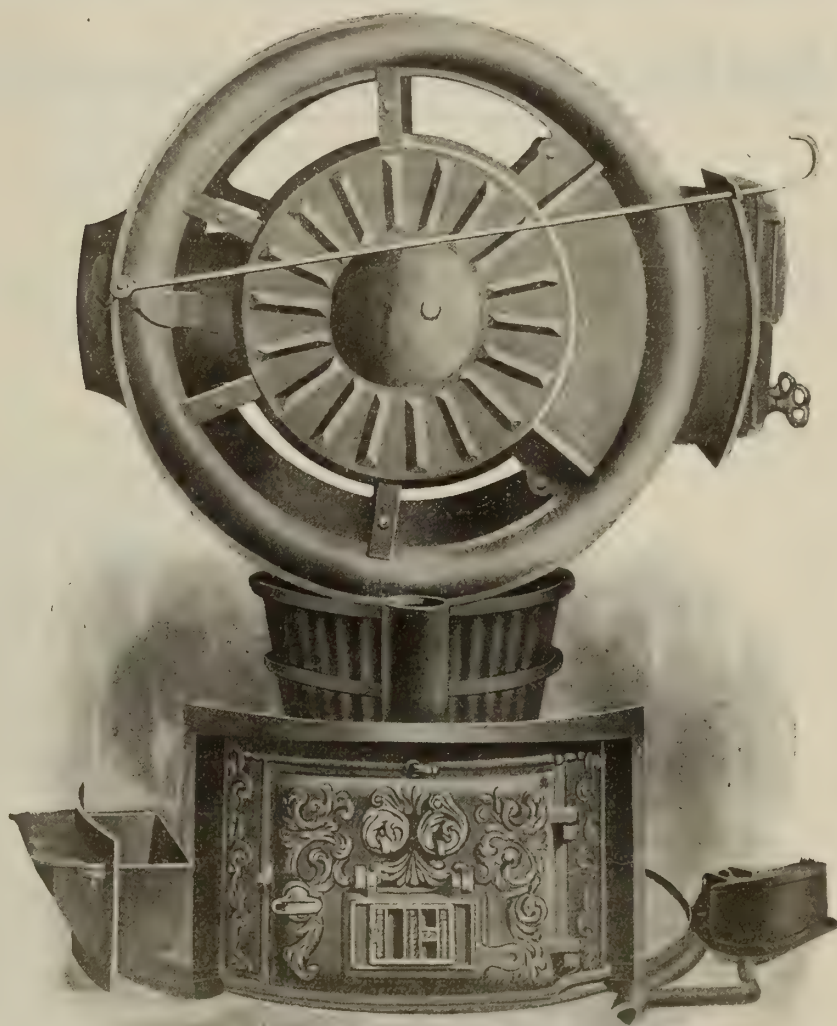
PILOT SUCCESS

Warm Air Heater

MAKES A TON OF COAL GO FURTHER AND PRODUCES A MORE EFFICIENT HEAT THAN ANY OTHER HEATING SYSTEM.

The fire-travel is twice the length of that of any other furnace, which means that much more heat goes to the rooms above instead of going to waste up the chimney.

Large Air Space Between Radiator and Combustion Chamber, assures quick circulation.



Our New Patent Steel-Trussed Firepot, which is now used in the Pilot Success, has a square steel rod passing around each section of the firepot, through the flanges of the pot. The rod is situated about one inch from the body of the pot and is fused into the centre of the flanges.

This rod and the flanges increase the radiating surface of the pot 92%, and render the pot absolutely free from bulging, warping or contracting.

This firepot is **GUARANTEED FOR FIVE YEARS.**

Gas firepot sections can be supplied for Pilot Success furnaces.

Let us put the other good selling features before you now.

Write for catalog.

The Hall Zryd Foundry Co., Limited

Hespeler

::

Ontario

WESTERN AGENCIES:

G. A. Zryd, 288 Princess St., Winnipeg, Man.

R. E. Leslie, 215 10th Avenue West, Calgary, Alta.

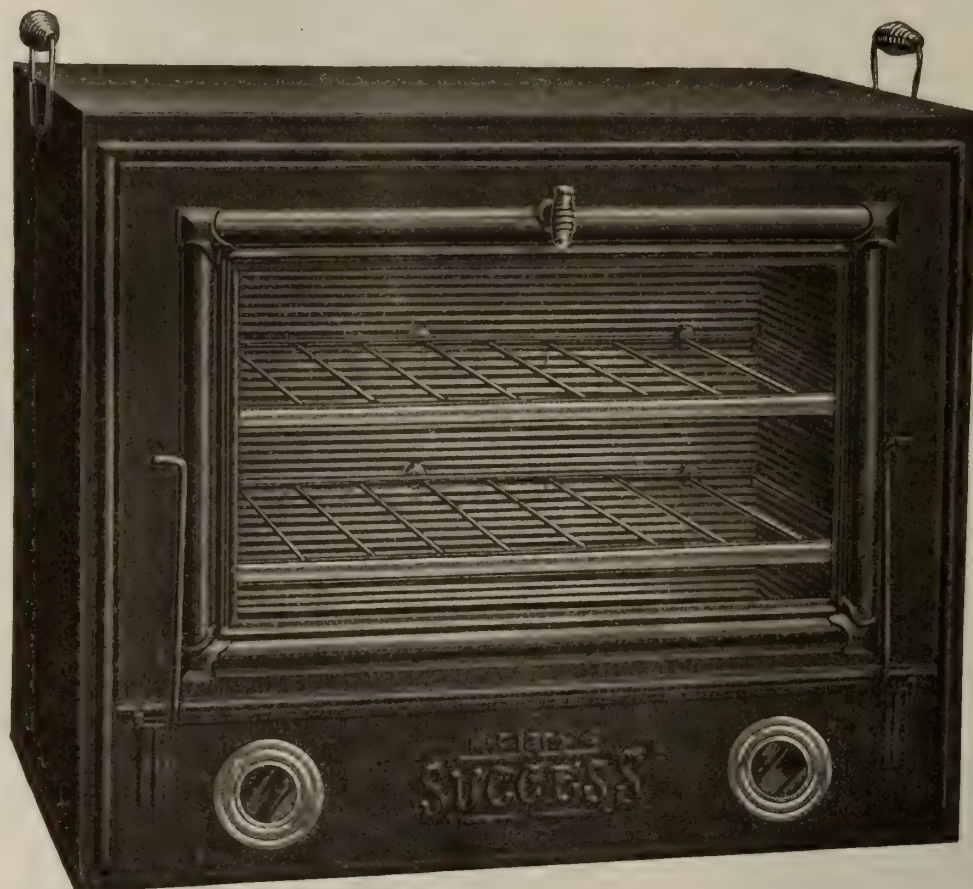
Sault & Porteous, 160 Third Ave., N.W., Edmonton South, Alta.

Nothing Commands Success Like Success!

The old saying, in a new connection with our "Success" oven, is proving as true as ever—and with reason!

This oven is one of our new products, embodying all the most recent conveniences and perfections of construction, to ensure to the purchaser a long term of satisfying service from its use.

And the business it has already brought us would go to show that our efforts to give the buying public a perfect "Success" have achieved their purpose.



No. 70 "SUCCESS" OVEN

Removable heat deflector—Drop oven door—Mica lights, showing the flame—Glass oven door. Built of polished blue iron, tin lined, with inner wall of asbestos—Electrically welded oven edges—Corners, top and bottom double seamed.

Made in three styles, Nos. 70, 50 and 30, to meet every phase of the demand at your door

MONTREAL HAMILTON
TORONTO
LONDON CALGARY

McClary's

WINNIPEG EDMONTON
ST. JOHN, N.B.
VANCOUVER SASKATOON

The coming summertime "fitness of things"
calls for the smooth-operating, safe and satisfactory oil stove.

THE BON-AMI OIL STOVE

responds to the call, and fulfills all the requirements.



The Bon-Ami burns a blue flame; and a blue flame is self-evidence of accurately calculated and perfectly arranged combustion—the right result, with only the right consumption of oil.

The flame burns right up to the grate, ensuring economy in cooking and no diffusion of heat throughout the kitchen.

Removable safety glass tank and automatic feed.

Are you demonstrating this stove to your customers?

MONTREAL HAMILTON
 TORONTO
LONDON CALGARY

McClary's

WINNIPEG EDMONTON
 ST. JOHN, N.B.
VANCOUVER SASKATOON

ICE CREAM WHEN ONE WANTS IT———AND AS ONE WANTS IT!

That is the story of the White Mountain Freezer—and thereby hangs a profit for you.

With the White Mountain Freezer, ice cream can be made at home quickly and with ease; it comes out firm, and velvety-smooth; and one *knows* it is absolutely pure and wholesome.

No matter what your line, your customers, too, enjoy well-made ices, and they want them pure, and just when they are in the mood for such refreshment.

This is *your* opportunity!



Strong and durably made:
Sound tubs—Malleable castings—Strong cans heavily coated with tin.

Simple and easy to operate:
Smooth, uniformly frozen cream in three minutes.

Clean and sanitary:
Can dasher, etc., all removable for cleansing.

The only triple motion freezer on the market. It is this feature that ensures the user *smooth* cream.

Let us send you descriptive literature from our nearest Branch.

MONTREAL HAMILTON
TORONTO
LONDON CALGARY

McClary's

WINNIPEG EDMONTON
ST. JOHN, N.B.
VANCOUVER SASKATOON



A range with its values all built in!

The 4518 E.S. is a new range, built to meet the characteristic demand of the present time.

It embodies all the essential features that ensure to the purchaser—your customer—the satisfactory performance and lastingness of this range.

At the same time we have, so far as consistent, sacrificed to economy all ornamentation, embellishments and “extras” in its construction.

The result is a moderate-priced gas range, of even unusual value—its values all inside where they work for the user—and for you.

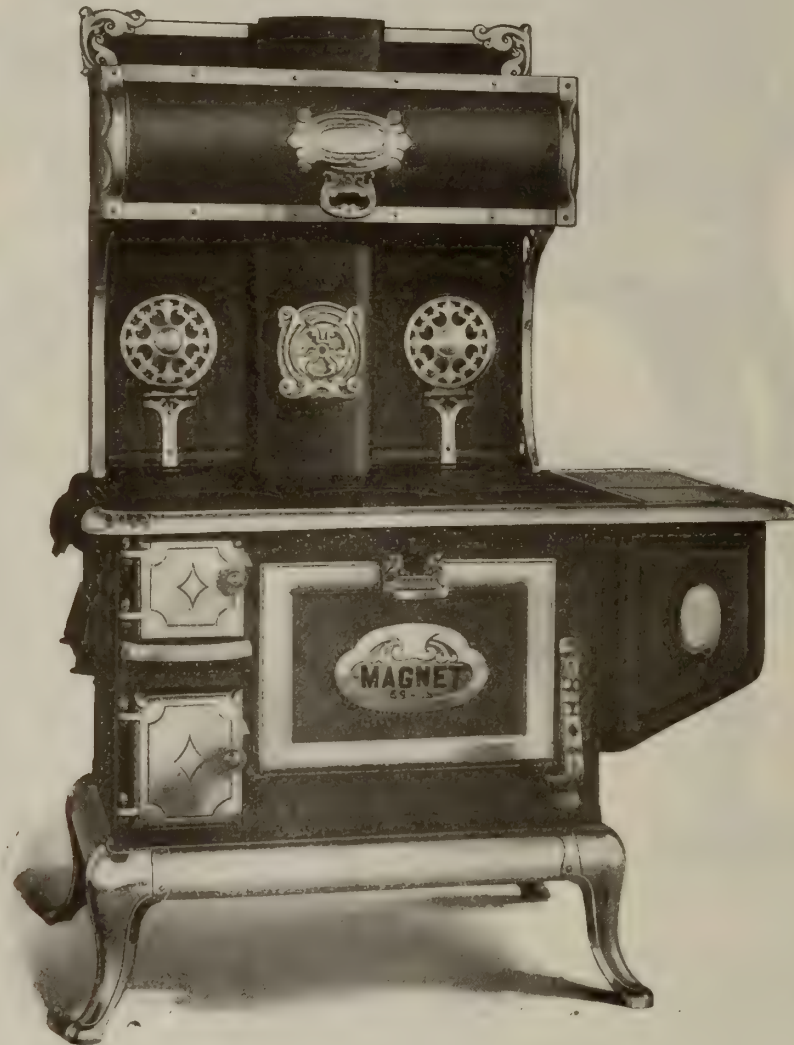
Write and let us tell you more of this Range

LONDON ST. JOHN, N.B.
TORONTO
MONTREAL HAMILTON

McClary's

WINNIPEG EDMONTON
CALGARY
VANCOUVER SASKATOON

PENINSULAR STEEL RANGES



The Magnet Peninsular

For Coal and Wood With Reservoir and High Closet

No.	Covers	Size of Oven	Wood Length	Weight
69-18	Six 9 inch	18 x 19 x 11 $\frac{3}{4}$	22 inches	325

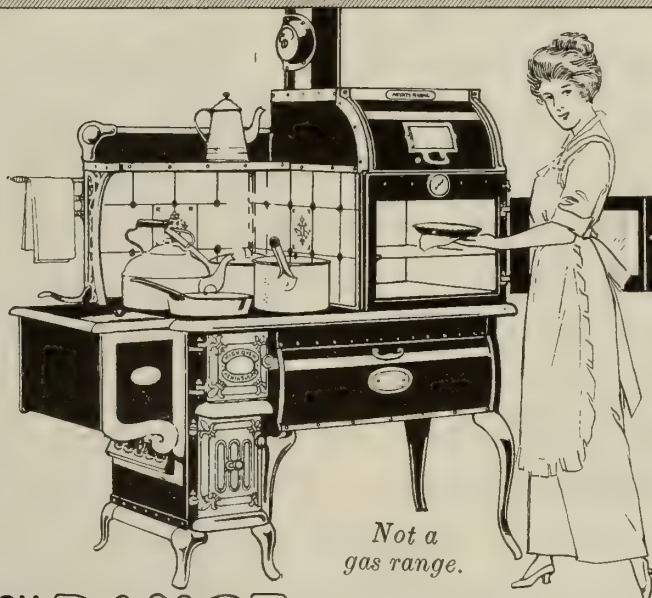
CLARE BROS. & CO., Limited, PRESTON

CLARE & BROCKEST, Limited, Winnipeg REYNOLDS & JACKSON, Calgary RACE, HUNT & GIDDY, Edmonton

A Coal and Wood Range with a HIGH OVEN

Show this AD
to the first
Woman who
calls.

See whether its
new features are
important or not.



LIGHTER DAY HIGH OVEN RANGE

—6 pot holes, 4 outside
and 2 enclosed

(formerly called the HIGH-OVEN Peninsular.)

- 1.—The HIGH OVEN. No stooping to attend to the baking—the biggest labor-saver since the days of open fireplaces.
- 2.—Thermometer and Chart at standing height—no stooping.
- 3.—A Heated WARMING CLOSET—handy to the oven.
- 4.—A Huge STORAGE for pans—well up off the floor.
- 5.—A Clear SWEEPING SPACE.
- 6.—Beautiful Porcelain Enamel or Tile Back.
- 7.—GLASS OVEN DOOR—with Enamel Grease Guard.
- 8.—Inside Pot Holes. No cooking odors in the house.
- 9.—Toasting Lever—for lifting a whole section of top.
- 10.—Reversible Coal or Wood Grates—or Special Wood Grate—Wood-box 26 inches long.
- 11.—The quickest OVEN we ever produced.
- 12.—Unconditional GUARANTEE.

This is an opportunity. Dealers should write early for proposition.

CLARE BROS. & CO., Limited, PRESTON
Makers of the HECLA FURNACE

CLARE & BROCKEST, Limited, Winnipeg REYNOLDS & JACKSON, Calgary RACE, HUNT & GIDDY, Edmonton

Mr. Dealer :

There is nothing you sell that boosts or knocks your business more than the line of Stoves you handle. The sale of a Stove or Range that gives satisfaction brings more business to your store; but what a difference it makes when you place one that does not work right! Half the dealers' stove troubles are due to goods that look alright to the casual observer, but which are poorly put together. The loose joints are filled with putty, which falls out when the Stove is in use a few days, and then the trouble begins. The draft takes the line of the least resistance and shortest cut to the chimney; the air that passes through the loose and poorly fitted joints to the chimney, is the air that makes the proper draft if forced through the fire pot. This is where the Findlay "Favorite" Stoves and Ranges are strong. All the joints are tight and carefully put together, the covers and centres resting firmly in their places. There is no other way for the air but to pass through the fire pot, ensuring a good draft. This is one of the reasons that Findlay's "Favorites" always give satisfaction. Handle the "Favorite" line, it will minimize your stove troubles and increase your sales and profits.

To ensure prompt and quick deliveries throughout the Maritime Provinces, we are opening a Distributing Warehouse at Truro, N.S., where we will carry a complete line of Stoves, Ranges and Repairs. All orders sent to H. H. Dryden will be shipped promptly from Truro.

Findlay Bros. Company, Limited

Head Office and Works: CARLETON PLACE, ONT. Branch House: 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLON WHOLESALE LIMITED, EDMONTON

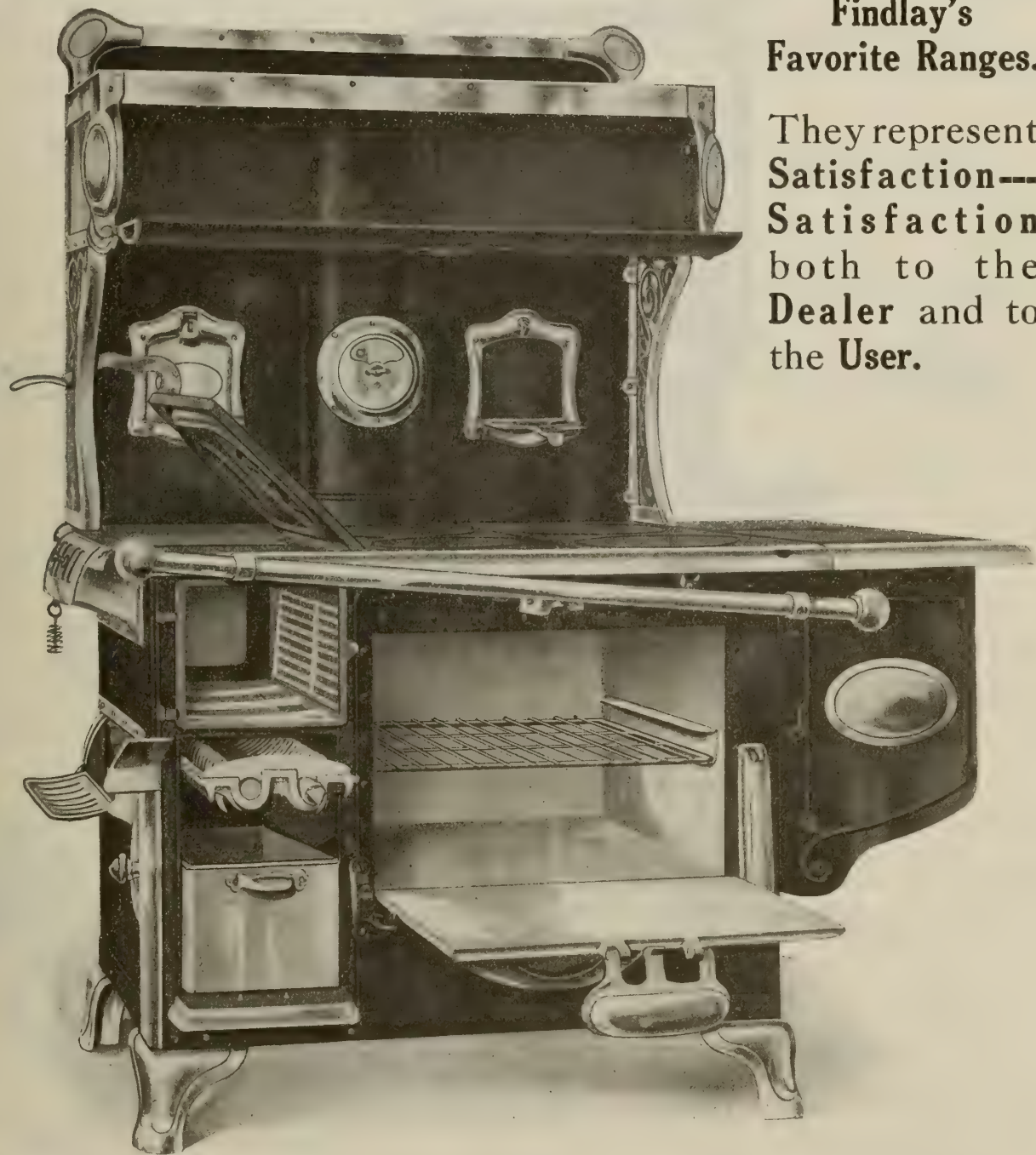
Distributing Agents: H. H. DRYDEN, Truro, N.S. D. V. COPE & CO., Calgary, Alta. GEO. D. HORSMAN, Vancouver, B.C.

Quality Talks For Itself

That is why every year more and more people are buying

**Findlay's
Favorite Ranges.**

They represent
**Satisfaction---
Satisfaction**
both to the
Dealer and to
the **User.**



IF YOU HAVE NOT RECEIVED OUR CATALOG No. 54—A POSTAL CARD WILL BRING IT

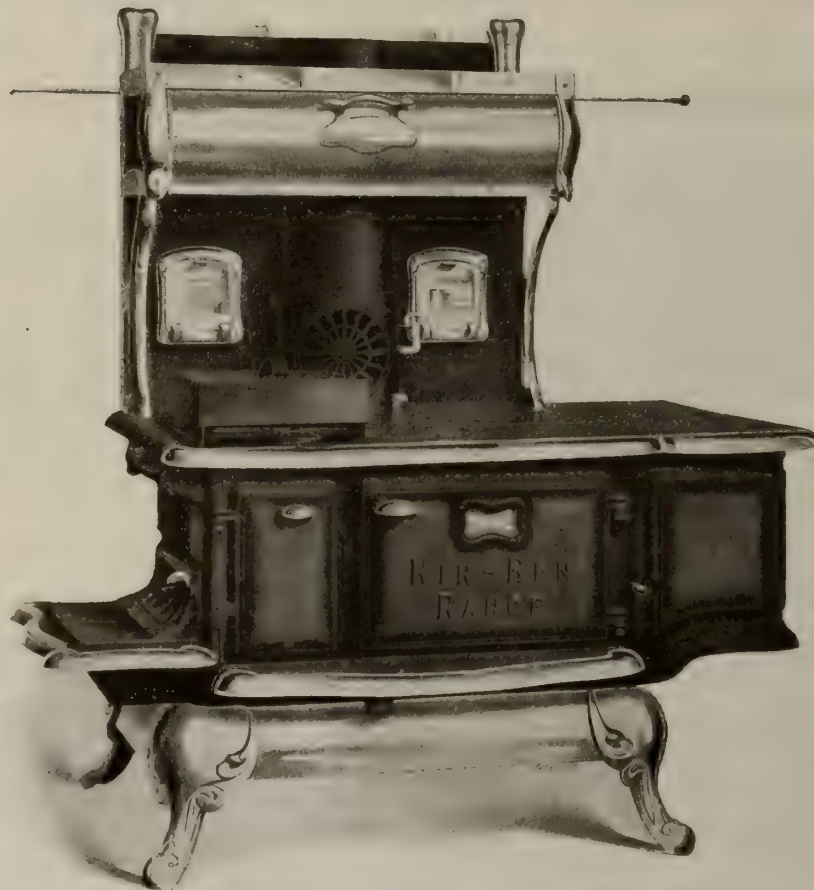
Findlay Bros. Company, Limited

Head Office and Works: CARLETON PLACE, ONT. Branch House: 260 Princess St., WINNIPEG

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Distributing Agents: H. H. DRYDEN, Truro, N.S. D. V. COPE & CO., Calgary, Alta. GEO. D. HORSMAN, Vancouver, B.C.

We Announce the Kir-Ben Cast Iron Range



Kir-Ben Range with **Standard Finish**. Also made in **Ebony Finish** and in **Nickelled Finish**. 18 and 20-inch ovens.

Designed to please those users who require good service, and those dealers who desire to maintain a profit-making stove department.

Although only on the market since December, reports from actual users justify the claims we make, and prove the Kir-Ben to be a **real success** in baking, cooking and holding fire.

Kir-Ben Range Catalogue is now in preparation, and gives information respecting numerous special features. Send your name and receive your copy as soon as ready.

MADE TO SUIT YOUR TRADE

Cast Iron or Brick Linings. Duplex or Dockash Grates. Ordinary or Extra Large Wood Firebox.
Iron or Glass Oven Door. Three Cooking Heights. Ebony, Standard or Nickelled Finishes.

Patent "ECONOMIC" Damper

Fully protected, exclusive, and a wonderful working and selling feature.

KIR-BEN AGENCY IS THE BEST

Kir-Ben, Limited - - - Almonte, Ontario

Kir-Ben Agency is the Best

Following the announcement made last month that they had opened a direct agency in Winnipeg, we advise the trade that we have arranged with

The D. Moore Company, Limited, of Hamilton

to act as our wholesale jobbing agents in

Manitoba, Saskatchewan and Alberta

A special catalogue is being prepared for that territory and will shortly be ready for distribution, and may be obtained from their Western Agent,

J. A. Evans, Market and Princess Streets, Winnipeg



1914 Record

Has proved so satisfactory that new agencies are being appointed rapidly — dealers and customers alike are pleased with the special features and good results obtained from Kir-Ben goods.

Largest Furnace Line in Canada



Iron Duke, Royal and Regal

lines, each in several sizes, and intended to take care of a certain class of trade.

Get in touch with Kir-Ben and Furnace Profits.



**New Line of Registers will please you.
Now Ready**

ADDRESS NEAREST OFFICE

Ontario, Quebec and East:

Kir-Ben, Limited, Almonte, Ontario.

Manitoba, Saskatchewan and Alberta:

J. A. Evans, Agent, The D. Moore Company, Limited, Winnipeg.

British Columbia:

D. MacLachlan, 546 Howe Street, Vancouver, B.C.

THOUSANDS OF DOLLARS

are being spent this Spring by The Imperial Oil Company, Limited, in advertising *New Perfection Oil Stoves* to the people of Canada in magazines, farm papers and newspapers.



New Perfection Oil Cook Stoves, for years known as the best that can be produced, are now **MADE IN CANADA** by The Perfection Stove Company, Limited, Sarnia, Ontario.

When you push New Perfections, you are pushing *Canadian* goods and the best known oil cook stove on the market.

New Perfection Oil Cook Stoves are durable, simple in operation, and suitable for all kinds of cooking the year round. Especially popular in summer because they keep the kitchen cool and clean.

Made with 1, 2, 3 and 4 burners, cabinet tops, drop shelves, towel racks, etc.

*For Catalogue and Price List
address the nearest office of*



THE IMPERIAL OIL COMPANY

LIMITED

TORONTO
REGINA

MONTREAL
SASKATOON

ST. JOHN
CALGARY

HALIFAX
EDMONTON

WINNIPEG
VANCOUVER



Made in

Canada



Domestic Treasure Steel Range

One of the Many
Classy Ranges
Made by Us

THE LEADING STEEL
RANGES ON THE MARKET
ARE "ALL TREASURES"

They include :

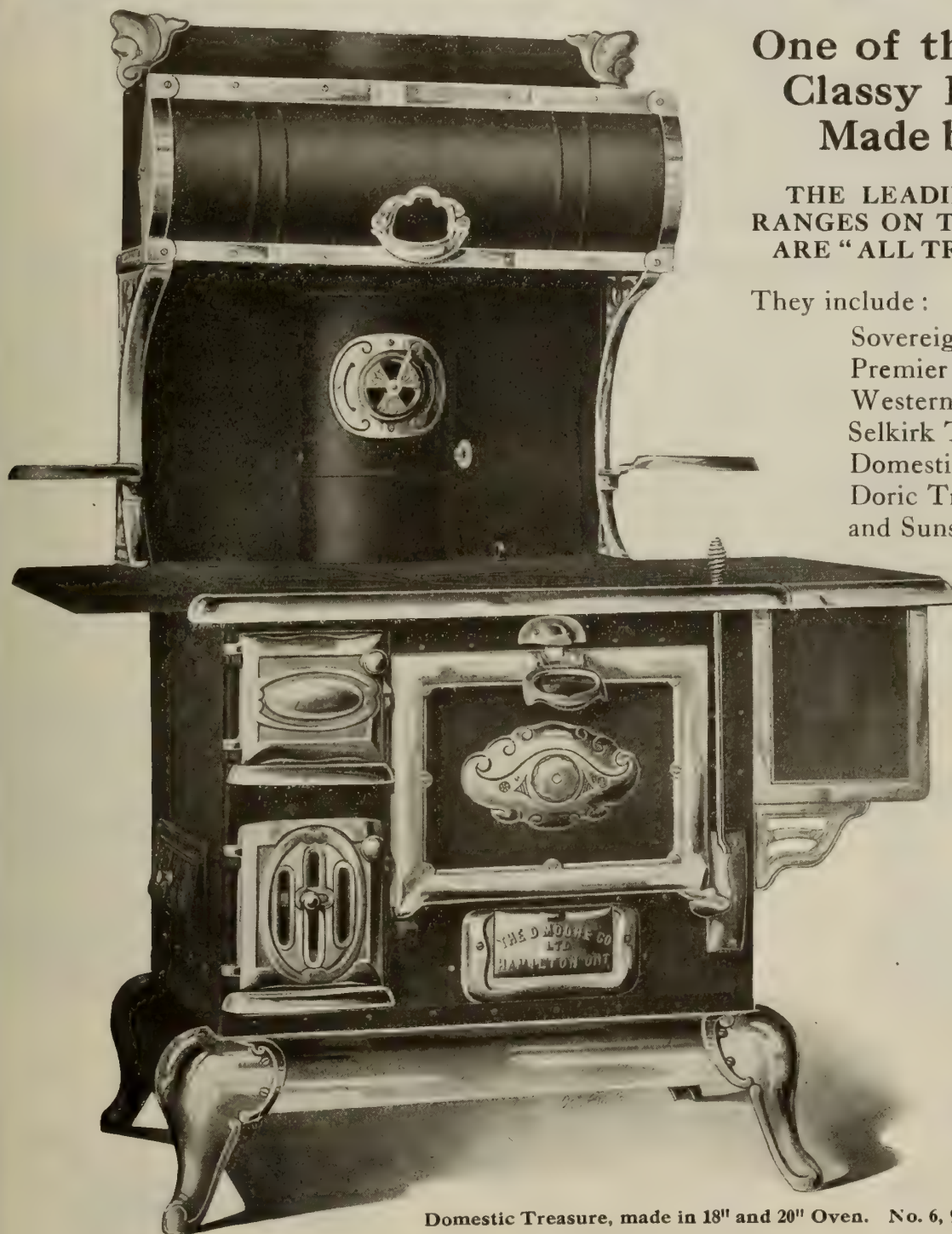
Sovereign Treasure
Premier Treasure
Western Treasure
Selkirk Treasure
Domestic Treasure
Doric Treasure
and Sunset

Treasure
means quality
and are made
in all sizes and
prices

We make the
largest line of
Stoves and Ranges
in Canada

Domestic
Treasure has
many
Features

Front Section Top
lifts up for broiling,
toasting, etc.
Copper Reservoir,
Reversible Right
or Left Hand
Ventilated Pat.
Fire Box Lining.



Domestic Treasure, made in 18" and 20" Oven. No. 6, 9 or 8 Covers.

The D. Moore Company, Limited
HAMILTON, ONTARIO

BRANCHES: John Burns, Vancouver, B.C.; J.A. Evans, Market & Princess Sts., Winnipeg, Man.

The fascinating beauty of RECORD BRILLIANT STEEL RANGES makes them ready sellers everywhere

Made of best quality blue polished steel, lined with asbestos mill-board, and reinforced with the finest quality fire-resisting cast iron wherever necessary to protect the steel.

Handsome, high quality nickel trimmings.

Top is made in three sections, removable anchor plate style, heavy and durable, with pouch feed and broiler door.

Fire-box is extra large, with full-size cast iron extension box for burning wood 28 in. long.

Fitted with coal lining and duplex or flat sifting grate, as desired. Door is fitted with oven thermometer.

Let us go into full details with you as **this proposition means good profit** and universal satisfaction.

Write us now.

The Record Foundry & Machinery Co.

Foundries at MONCTON, N.B.

Sales Agencies:—Toronto, 322 Danforth Avenue;
Montreal, 480 St. Paul St.; Winnipeg, 152 Henry
Avenue East; Vancouver, 1230 Hamilton Street.



"National Classic." Supplied with separate stand.

TWO NEW

"National" Electric Irons

"Made in Canada"

In introducing the "Classic" and "Model B" Irons, late arrivals in the "National Family," we are offering to the trade articles of high quality at a reasonable price.

Our wide experience, covering a period of ten years as manufacturers of highest grade heating appliances, has been combined with expert mechanical skill in producing an Iron combining the following most essential features:

Leaf Unit Element
Special New Plug
Proper Shape

Non-Arcing Contacts
Large Ironing Surface
Perfect Balance

Write for further details and special prices.

The National Electric Heating Co., Limited
Toronto, Canada



"Model B." Stand attached.



No. 4 Stove
with No. 4
Cabinet

ANOTHER GURNEY-OXFORD SCOOP

One more "Business Bracer" for the Gurney-Oxford Dealers. A complete line of Oil Stoves and Heaters, and truly a splendid one. All blue flame burning stoves of heavy steel build, with beautiful white enamel chimneys and black satin finish. A line guaranteed in every respect.

Gurney-Oxford Dealers don't go around with a grouch because of "War Times." They're getting the benefits of the Gurney "Business Boosters" that brains are planning for them every day. This Oil Stove game is a Business Booster and a real good one.

Country Folks especially will want oil stoves very soon and if you've got the sole agency in your town for the Gurney-Oxford Line you'll sure reap nice profits and do "More Business Than Usual." A sample in your window and one or two on the Store Floor will stimulate your business in the slowest months.



No. 2 Stove
without Cabinet



No. 22-G

SWELL YOUR SUMMER SALES

Thousands of dollars are being spent in the towns and rural districts advertising Oil Stoves. Real Good Advertising which is going to send many purchasers to your Store on the hunt for oil stoves, and if you've got a Gurney-Oxford to show them they'll buy right on the dot. For

the Gurney-Oxford Line are "Good Lookers" as well as good workers, and you can guarantee them from the word "Go." We'll stand right behind you.



No. 120



THE GURNEY FOUNDRY CO., LIMITED.
TORONTO

Montreal

Hamilton

Winnipeg

Calgary

Vancouver





Big Feed Door—Extra Deep Ashpit



**Furnace
without
Casing**

Made in Four Sizes

Quality is built into every inch
of the

ENTERPRISE BLAZER

Warm Air Furnace

Boost the Enterprise and you'll land more clear-cut, good profit furnace contracts than have ever come your way before. You'll win them fairly on a straight, show-down basis.

These are only the "High Spots" in this Furnace Proposition.

Here are four reasons why you should write to us and ask for further details. For you aren't going to pass judgment on this kind of a proposition until you've gotten all the facts.

Exclusive Agency

Just one Enterprise Blazer dealer in every town. It's "first come, first served."

Best Value Furnace Made.

Straight Casing, Direct Draft Damper, Extra Large Flues, Triangular Grates, Big Radiating Surface, Common Sense Fire Pot. Just the thing for low-down cellars.

Selling Co-operation

Helpful selling suggestions for you and a very thorough system of following up every one of your prospects.

Free Advertising Matter

All the printed matter you can use — and good convincing stuff, too.

Let us put
our full
proposition
before you
now.

Write!



Patent Fire Pot

Note the Flange, the Ribs and the Great Weight.

Enterprise

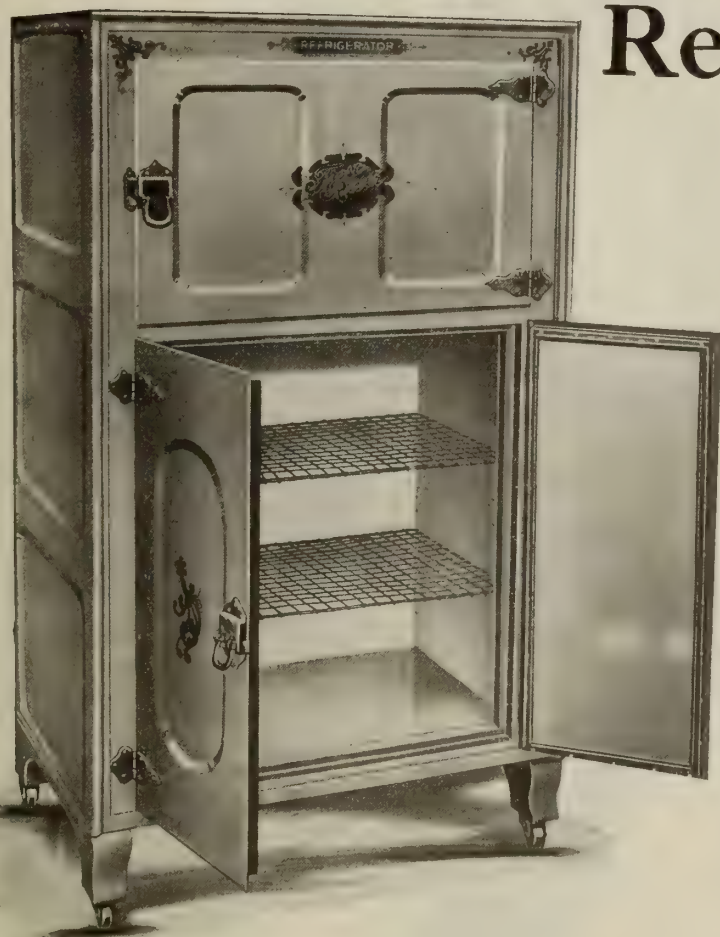
FOUNDRY CO. SACKVILLE, N.B.

Distributing Agencies:

O-Rib-O Mfg. Co., Ltd.
233 Stradbroke Ave.
Winnipeg, Man.

W. T. McArthur & Co., Ltd.
1128 Homer Street
Vancouver, B.C.

Davidson's "Frost River" Refrigerators



Made entirely of Sheet Steel — Galvanized.

The exterior is finished in a beautiful French Grey with decorated panels and corner scrolls. The food chamber is coated with white enamel and is delightfully dainty and clean in appearance. Locks, hinges and handles are solid brass, polished — they are also fitted with roller-bearing castors which make them very easy to move.

All Inside Parts Are Removable For Cleaning Purposes

The All Steel Body cannot warp, shrink or fall apart, and with care should last a lifetime.

Made in three sizes: Nos. 22, 24, 26.

Booklet with all particulars sent on application.

We are also the makers of the celebrated brands of Enamelled Ware:

Colonial Premier White Sterling Crescent

Each piece is labelled and guaranteed to stand hard wear.

Japanned Water Coolers

Nicely Japanned in Blue, Green or French Grey and attractively decorated. Nickel-Plated Faucets.

6 sizes, 2, 3, 4, 6, 10 and 15 gallons. Can also be supplied with excellent Carbon Filters in 4 sizes only, 3, 4, 6 and 10 gallons.

Each Cooler packed carefully in separate case, ensures delivery in perfect condition.



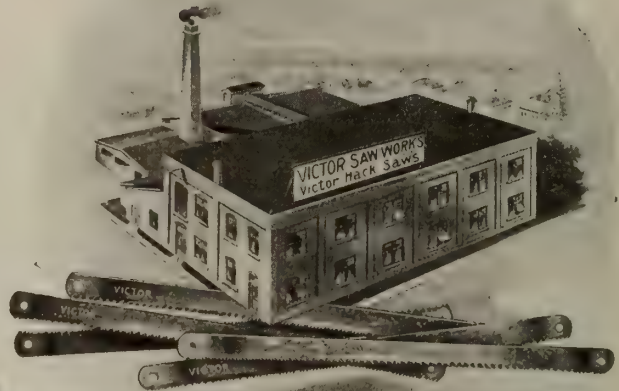
The Thos. Davidson Mfg. Co., Limited

Toronto

Montreal

Winnipeg

"VICTOR BLADE— Canadian Made"



The **ONLY** Hack Saw
Blades Made in
CANADA

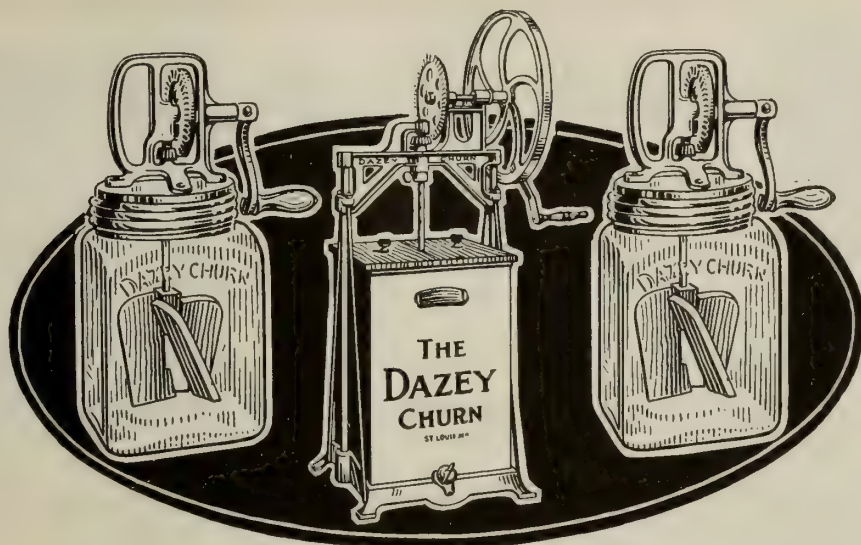
Prices Unchanged
by Tariff
Increase

"VICTOR"
HACK SAW
BLADES are
used in most of
the Factories of
Canada because
they have *elim-
inated breakage*
and **PROVED**
CONSIST-
ENTLY DE-
PENDABLE.

If you value a repu-
tation for giving
First-Class HACK
SAW SERVICE,
specify "VICTOR
FLEXIBLE
BLADES — MEDI-
UM" on the next
order to your Job-
ber.



The Victor Saw Works, Limited
HAMILTON, ONTARIO



Facts About Dazey Churns

More than 350,000 are now in use in hundreds of thousands of homes, in every part of the world.

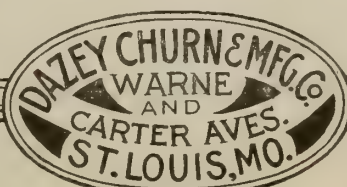
In practically every town in the United States and a great many Canadian, responsible Dealers in Hardware sell and recommend Dazey Churns.

Are carried in stock by more than 150 of the Largest Hardware Jobbers in the United States and many foreign countries.

That they are undoubtedly the greatest advancement of the last century in churn making — combining Simplicity with a Scientific Principle of separation of butter-making properties of the cream — resulting in the production of a perfect granular butter in the marvelous time of 2 to 6 minutes.

That they have revolutionized butter-making — actually resulting in nothing short of a national conversion.

Special Prices to the Canadian Dealers. Catalog and information on how to increase your churn business will be sent upon request.



Frothingham & Workman, Limited

199-203 St. Paul Street

MONTREAL

The street numbers have been revised, but we are still
doing business at the same old stand

Newest
Lines
of
Modern
Shelf
Hardware
and
Cutlery



Headquarters
for
Lowmoor Iron
Norway Iron
Angles
and
other
Heavy Goods

We Stock Manufacturer's Brands Only

When you buy an article bearing the maker's name, you
know what you are getting.

MAIL ORDERS RECEIVE PROMPT ATTENTION
ALL ORDERS FILLED AT LOWEST MARKET PRICES



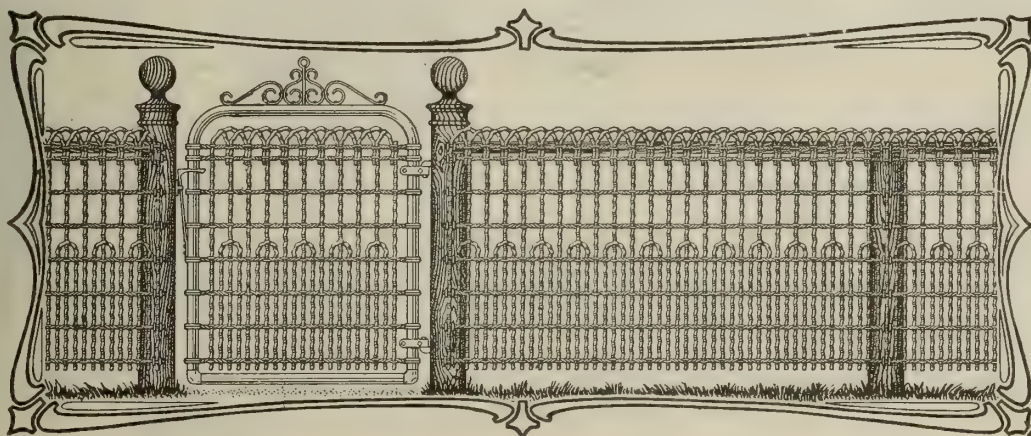
Our New Poultry Fence is the Acme of Poultry Fences

Built on miniature scale of farm fence interwoven with parallel wires and hinge joints so it stretches to posts straight, even and nice without buckling, bagging or sagging.

It's so stiff and satisfactory, it does not require top rail and base-board or so many posts as old style netting.

It's not merely a substitute for old style netting. It's something much better for the consumer and sells on sight. It's the strongest, cheapest, most sightly and best fence for the purpose yet invented.

Made in heights from 12 to 72 inches. Galvanized. Put up in 150-foot rolls.



The Wide-Awake Dealer's Big Opportunity

Identify your store with a movement for better, cleaner and more sanitary front and back yards. **SANITARY FENCING** is recognized everywhere as the necessary factor in this great movement.

**Poultry Netting Staples
Fencing Pliers**


**Barb and Plain Wire for Fencing
Wire Stretchers**

WHOLESALE DISTRIBUTORS

CAVERHILL, LEARMONT & CO.

Head Office and Warehouses
MONTREAL

BRANCH
1073 Hamilton St.
VANCOUVER


GOOD**AGGRESSIVE****BETTER****GOODS****ADVERTISING****BUSINESS**

We leave no stone unturned to make your file trade pay you more profit.

First: We give you **GOOD GOODS** in the "Famous Five":

**KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE**

(Made In Canada)

They are files of a half-century's experience and prestige. The finished product of five great plants—producing 60,000,000 files each year. Made under strictest supervision—from steel to file. Uniform in quality—and of the very highest grade.

Second: We back these goods with aggressive advertising — from year to year. We reach every class of possible buyers—through the leading publications of various trades.

Third: We focus 90% of the file demand on our brands. We educate buyers to the right way of using files. This means a substantial increase in their purchase of files.

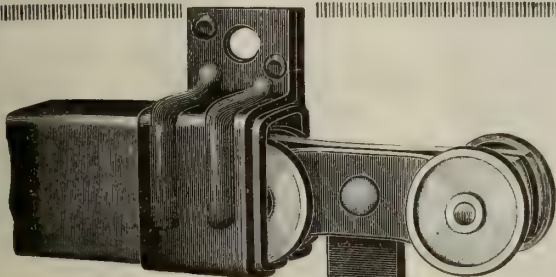
You can materially increase your file trade by lining up with the "Famous Five."

***Write to-day for "File Philosophy" and our
complete trade catalog.***

NICHOLSON FILE COMPANY

PORT HOPE**JOBBERS
EVERYWHERE****ONTARIO**


Creating a Standard of Excellence— Excelling Other Standards Heretofore Created



Tandem Trucks

Doors can swing out.

Universal favorite for Garage, Factory and Barn Doors.

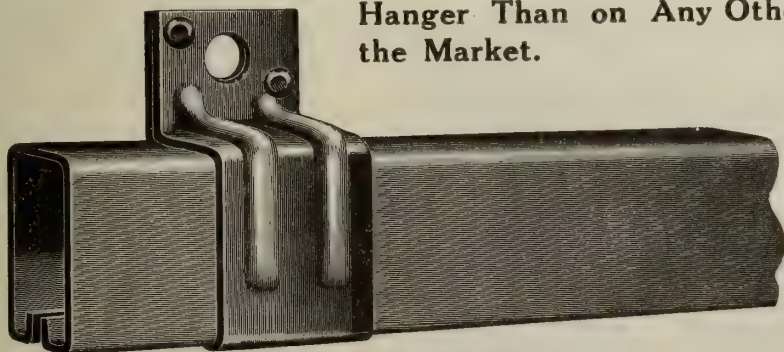


AMERICA
TROLLEY HANGERS
IMITATED EXTENSIVELY
BUT
UNSUCCESSFULLY



THE HATCH TROLLEY HANGER the Last Word in BARN DOOR HANGER VALUES!

More ACTUAL PROFIT is BEING Made by Dealers on This Hanger Than on Any Other TWO on the Market.



TROLLEY TRACK

Reliability and a Maximum of Good Service.

MADE IN CANADA

Canada Steel Goods Company, Limited
Hamilton, Canada



Flashlights, Hand Lanterns, Incandescent Lamps and Electric Specialties

offer exceptional opportunities for profit.

Reliable as a

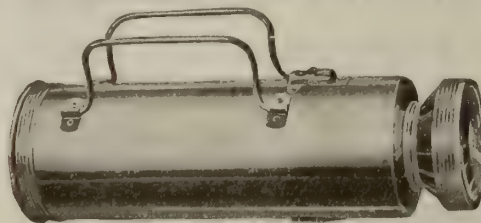


Repeats itself and its sales. As producers of the biggest trade pullers, it is our aim to bring before you the different type of Franco products that are bound to show results.



The "Penlite"

that has been "The Flashlight" and will remain so, owes its success to Franco manufacture, which means perfection in mechanism and quality. Its profitable handling has been well demonstrated.



Hand Lantern with Radio Nitrogen Battery

The latest of the Franco Products. Entirely novel, and will give far more light and more than double the lasting power of other hand lanterns similarly constructed. Fitted with attachments so no manipulation is necessary to insert renewal Battery.

Always the latest and best in electrical novelties.

Our new illustrated Spring Catalogue will be ready for distribution April 1st, showing many new additions to the Franco line.

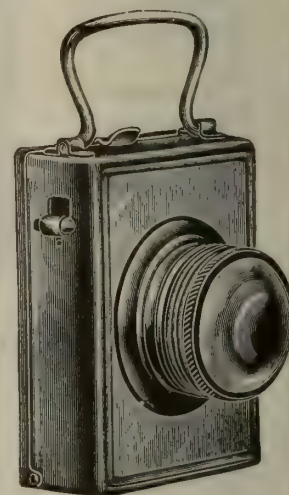
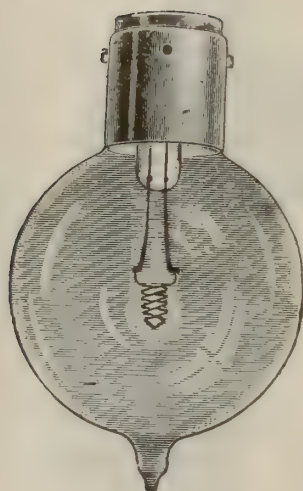
Franco Products are sold through various distributors throughout the country to insure prompt deliveries.

Write for Booklet and Prices, and we will quote and name you distributor in your locality.

Interstate Electric Novelty Co.

of Canada, Limited

220 King St. West, TORONTO. ONT.



Wpico
ANTI-RUST

E. T. WRIGHT CO.
LIMITED
HAMILTON CANADA

Wpico
ANTI-RUST

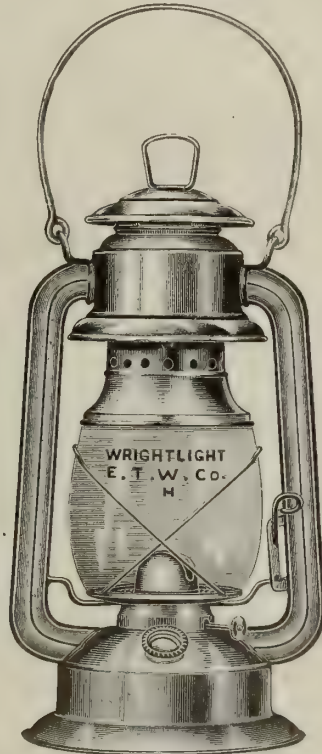
Manufacturers of
"Made in Canada" Goods



GALVANIZED WARES



PERFECTION
CHERRY
STONERS

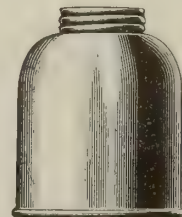


"WRIGHTLIGHT"
(Patented)

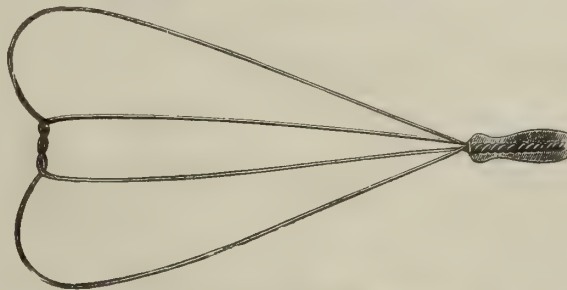
The only Lantern made with Patented
Undetachable Wire Lugs and self-erect-
ing bail.



"CANUCK" BREAD MIXERS



OILERS—STEEL, JAPANNED
AND COPPERED.



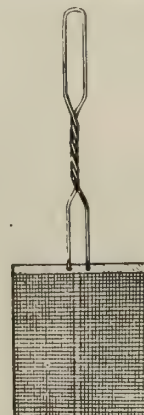
CARPET BEATERS



CANADA FLY KILLERS



LUNCH BOXES AND DINNER PAILS
Tin, Japanned and Canvas Folding.

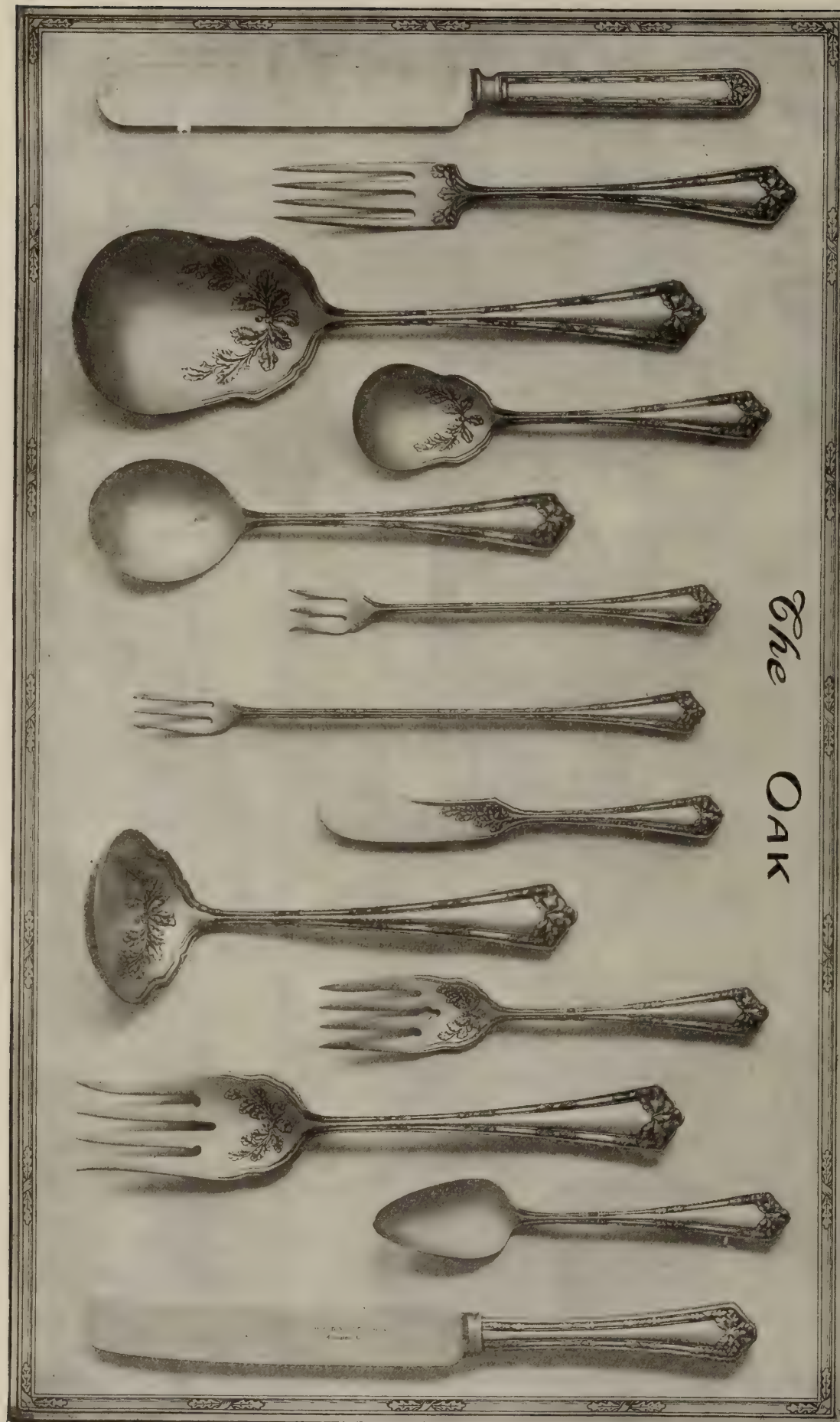


ONTARIO FLY KILLERS

Wpico
ANTI-RUST

Write for catalog.
Special prices on quantity lots.

Wpico
ANTI-RUST



The OAK

**SATISFACTORY
WEAR
GUARANTEED**

Oak leaves are used in this design to ornament the handles of the various articles made, also the bowls and blades of all fancy pieces.

This artistic effect thus produced is most attractive, and is combined with the well-known high-grade quality guaranteed by

**WM. ROGERS
& SON**

For nearly fifty
years

**The
Wm. Rogers
Mfg. Co.,
Limited**

**NIAGARA FALLS
CANADA**

Successors to the Canadian Branch of the Wm. Rogers Mfg. Co., Meriden, Conn.

The Kensington

is plated on the highest grade Nickel Silver base, with the metal so distributed by the most improved methods of manufacture as to produce in every piece the maximum of strength and stiffness without superfluous weight.

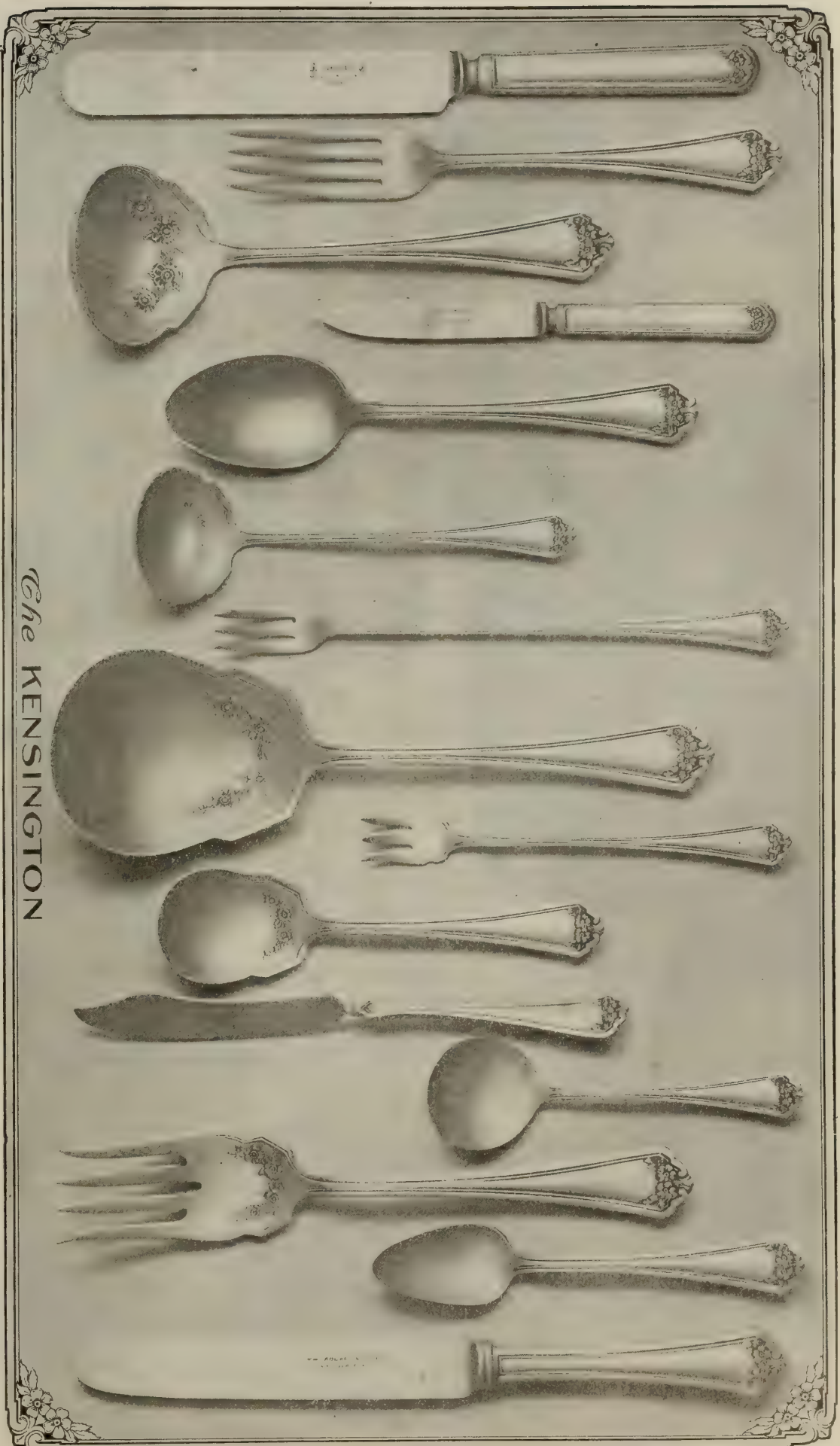
The pleasing outline of the Kensington, with its extreme simplicity, combines to furnish an effect not excelled by the latest and best colonial designs in sterling silver.

This pattern bears an unlimited guarantee of satisfactory wear to the user.

**The
Wm. Rogers
Mfg. Co.
Limited**

**NIAGARA FALLS
CANADA**

Successors to the Canadian Branch of the
Wm. Rogers Mfg. Co.,
Meriden, Conn.



The Only Canadian Made Freezer on the Market

The Dana Peerless



We also Manufacture:

Wash Boards (Made in 13 styles)
Wooden Pails
Wooden Wash Tubs
Bake Boards
Bread Plates, Mops
Egg Crates, Clothes Pins
and other specialties.

In choosing a first-class Freezer to manufacture in Canada for the Canadian trade we decided on the Dana Peerless Freezer as being the Fastest Freezer, the Most Economical, Simplest and the Easiest Turned.

These Freezers will cost you less money than imported ones of equal merit, finish and quality, and every Peerless Freezer you buy is helping to fill the dinner pail of Canadian workmen employed in their manufacture and of increasing the volume of trade at home, rather than of sending our Canadian money to a foreign country.

We offer them to the Hardware Dealers of Canada on a basis that will yield a round profit of 50 per cent.

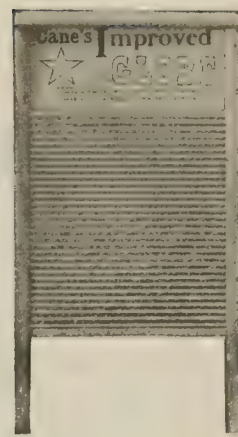
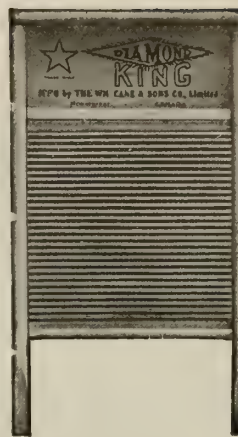
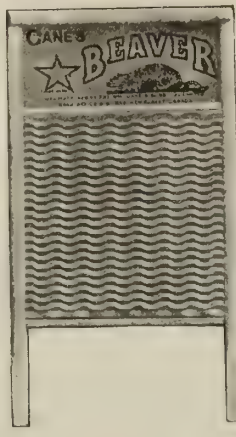
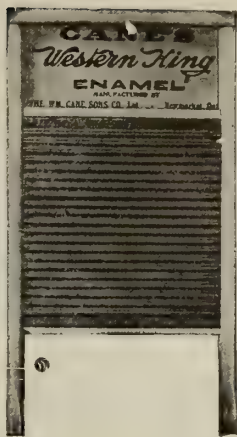
Booklets with prices and description of technical features of the Dana Peerless on request.

Manufactured and sold for 40 years in U.S.A.

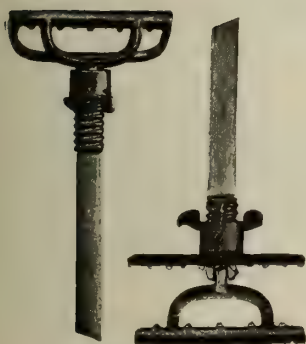
Manufactured and sold in Canada, backed by our full guarantee of satisfactory performance and quality of material and labor for one year without a complaint from any source or any cause.

Order from your jobber or direct

The Wm. Cane & Sons Co., Limited
Newmarket, Canada



PAILS



MOP WRINGERS



ACME BUTTER MOULDS



BAKE BOARDS

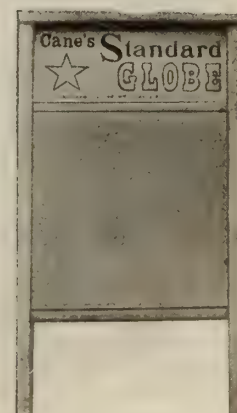
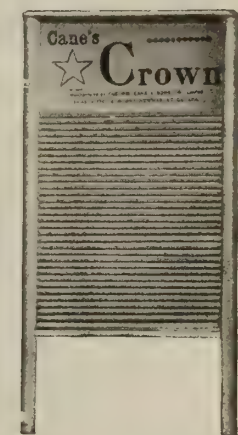
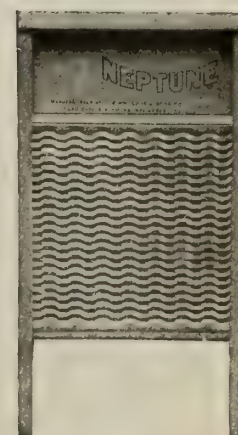
CANE'S WOODENWARE

HAS A CONSISTENCY OF DISTINCTIVE QUALITY WHICH LINKS CUSTOMER AND DEALER CLOSER AND CLOSER TOGETHER. NOTHING BUT THE BEST SEASONED MATERIALS, SKILLED CANADIAN LABOR, UP-TO-DATE EQUIPMENT ARE EMPLOYED IN THEIR MANUFACTURE.

THESE GOODS OPEN A PERMANENT ROAD TO BETTER PROFIT.

Write for catalog and prices.

**The Wm. Cane & Sons
Company, Limited**
NEWMARKET, ONTARIO



You Can Sell Every One—

RE AND SPORTING



A LIVE
DEALER

F

ARMER and Cityman—Hunter and Trap-shooter—Men who buy on QUALITY and Men who buy on Price—YOU can most profitably fill their needs to their entire satisfaction with

**The Remington Arms-Union
Metallic Cartridge Co.**

*(Contractors to the British Imperial and
Colonial Governments)*

WINDSOR - - CANADA

**REMINGTON
UMC**



Remington UMC

WITH a century's experience in supplying world-wide wants—and with a hundred years' reputation for **QUALITY LEADERSHIP**—we have a proposition that spells “Profits and Prestige” for dealers from coast to coast.

We suggest that you write us to-day for full details of our Arms and Ammunition Advertising Campaign in Canada. It is endorsed by your Jobber—and planned to make more money for you.

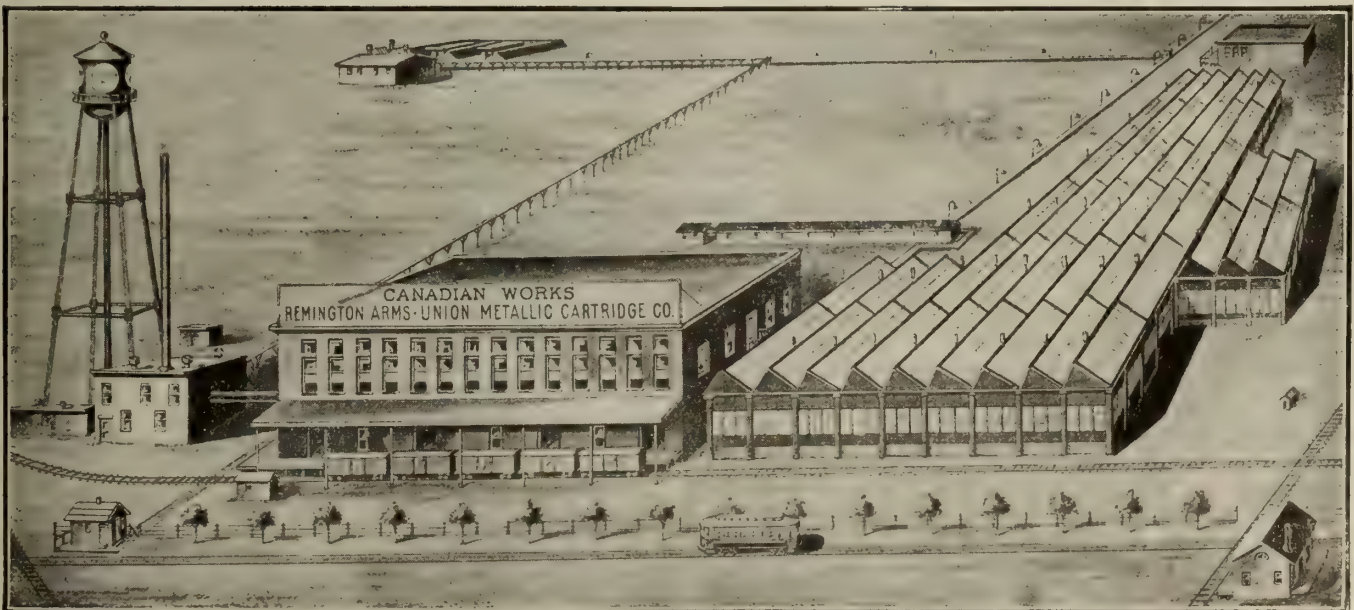
The Remington Arms-Union Metallic Cartridge Co.

(Contractors to the British Imperial and Colonial Governments)

WINDSOR

CANADA

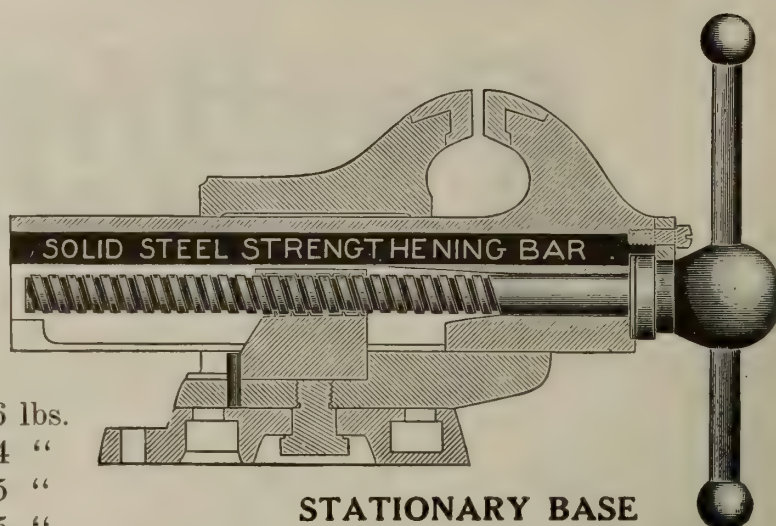
Jobbers Everywhere



Windsor Works—One of the four great Remington-U.M.C. plants

PARKER'S

REINFORCED SLIDE SOLID JAW SEMI-STEEL VISES

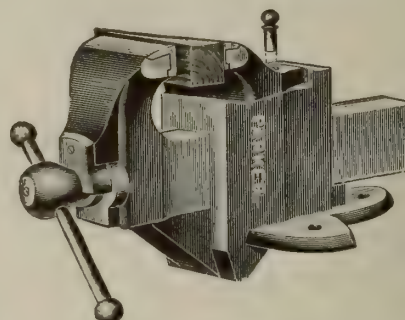
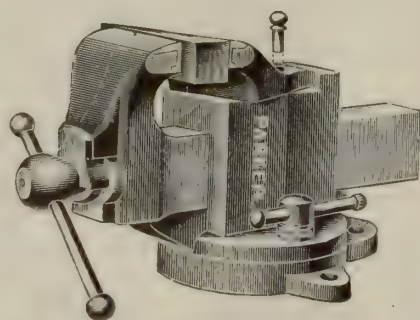


SWIVEL BASE

No.	Jaws.	Weight	
No. 229.	3 1/4-in.	36 lbs.	
239.	3 3/4	54	"
249.	4 1/4	75	"
259.	4 3/4	95	"
269.	5 1/2	143	"
279.	6 1/4	185	"

STATIONARY BASE

No.	Jaw.	Weight	
No. 29.	3 1/4-in.	31 lbs.	
39.	3 3/4	47	"
49.	4 1/4	66	"
59.	4 3/4	81	"
69.	5 1/4	123	"
79.	6 1/4	150	"



PARKER'S SEMI-STEEL VICTOR VISES WITH SWIVEL JAW

SWIVEL BASE

No.	Jaws.	Weight	
No. 270.	3 1/4-in.	32 lbs.	
271.	3 5/8	49	"
272.	4 1/2	69	"
273.	5	86	"
274.	5 1/2	117	"

STATIONARY BASE

No.	Jaws.	Weight	
No. 370.	3 1/4-in.	25 lbs.	
371.	3 5/8	40	"
372.	4 1/2	59	"
373.	5	73	"
374.	5 1/2	98	"

ASK FOR VISE CATALOG, SHOWING FULL LINE.

WHOLESALE DISTRIBUTORS:

CAVERHILL, LEARMONT & CO.

Head Office and Warehouses
MONTREAL

BRANCH
1073 Hamilton St.
VANCOUVER

THE STEEL COMPANY OF CANADA

LIMITED

HAMILTON, CANADA

BRIGHT WIRE
GOODS

CUT NAILS

RIVETS AND
BURRS

CARRIAGE TOP
MATERIAL

SHOT

LEAD PIPE

WING BOOT
CALKS

FORGINGS

WROUGHT PIPE

IRON and STEEL
BARS

WOOD SCREWS

WIRE and WIRE NAILS

“BAY STATE”
TIRE BOLTS

“TIGER” WHITE LEAD

HORSESHOES and
HORSESHOE NAILS

“Bell” and “MRM”
Brands

PIG IRON

PUTTY

CORRUGATED
FASTENERS

TACKS

STAPLES

WIRE HOOPS

SPIKES

COTTER PINS

PROMPT
SHIPMENTS

SALES OFFICES:

HAMILTON
VICTORIA

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ST. JOHN

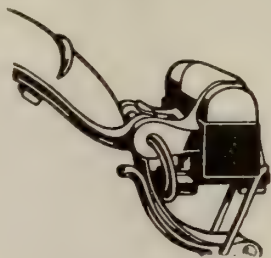
WINNIPEG
HALIFAX

The Quick Sale Quick-Shift

MADE BY

FERNALD

holds the speed record for sales all along the line from manufacturer to retail customer. Long ago it sold itself over the million mark—and for just one reason. Because it does quickly, quietly and well the work it was made to do.



This sturdy, all-steel Quick-Shift is known wherever people drive as the quickest, easiest change from shafts to pole, and the one sure cure for shaft-rattle.

Packed in dozen lots, each pair in an attractive carton. Ask your jobber.

Fernald Manufacturing Co., Inc.

North East, Pa.



NEVERSLIP CALKS AND SHOES



No. 1



No. 4



No. 5



Keystone

Firm Footing For Horses On Slippery Roads

Save horse shoers and horse owners much time in keeping horses sharp shod, as they are very durable and wear sharp with use—they are protection for horses against slips and falls.

Tell horse owners about them and get horse shoers to supply them.

Sure "re-order getters" and good profit makers.

Write us for booklet "T"—it gives full particulars.

ALL NEVERSLIPS HAVE RED TIPS.

**The Neverslip
Manufacturing Company**

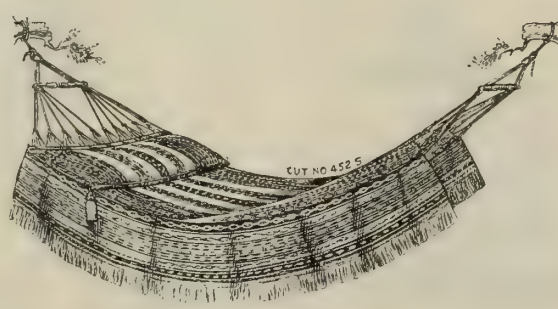
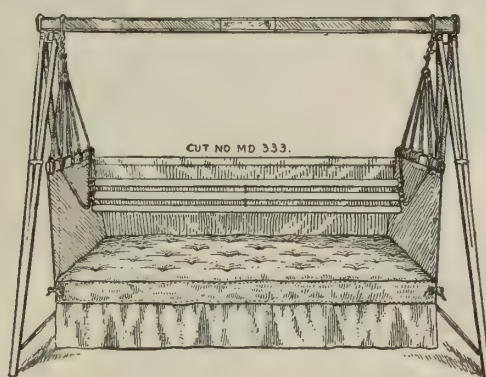
U.S. Factory: New Brunswick, N.J.

Canadian Factory and Office:

559 PIUS IX AVENUE

MONTREAL

The Palmers Patented HAMMOCKS, COUCH HAMMOCKS AND ACCESSORIES



Write for Catalogs and Price List

THE I. E. PALMER COMPANY

ARAWANA MILLS

MIDDLETOWN, CONN., U.S.A.

New York Office, 55 Worth Street

Canadian Office, 200 McGill Street, Montreal, R. N. SCOTT, Representative

WHOLESALE HARDWARE SPECIALTIES

MACKENZIE BROS. - WINNIPEG

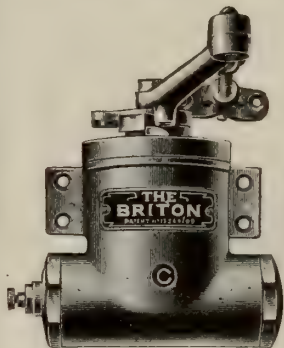
WESTERN JOBBERS FOR:

- "Royal-Rochester" Nickel-Plate, Galvanized and Tinware.
- "Royal-Rochester" Electric Goods.
- "Star-Line" Cannon Ball and 20th Century Barn Door Hangers.
- "Star-Line" Tank Heaters, Wire-Stretchers, Hoists, etc.
- "Delphos" Oil Cans and Gasoline Cans.
- "Heider" Eveners, Neckyokes, Doubletrees, etc.
- "Macfarlane & Robinson" English Enamelware.
- "Shur-Edge" Pocket Cutlery—Indestructible Handles.
- "McGlashan-Clarke Co." Table Cutlery, Electro Plate and Solid Nickel Silver Flatware.
- "Sadler & Haworth" Leather Belting.—"One Minute" Washing Machines.
- "Barnet" Refrigerators.—"Hamilton Whip Co." Whips.
- "Vacuum" Sweepers.—"Vacuum" Washers.—Many other Specialties.

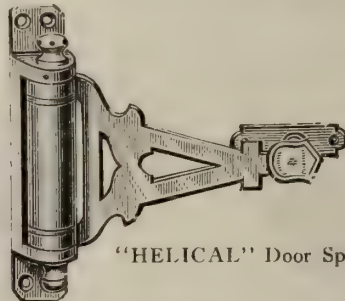
GREAT SELLERS—EVERY ONE OF THEM—AND PRICES RIGHT.

MACKENZIE BROS. - WINNIPEG

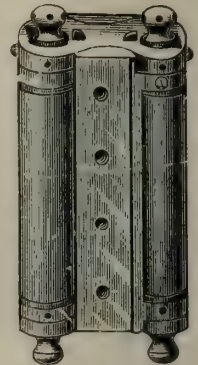
WHOLESALE HARDWARE SPECIALTIES



The "BRITON" Door Check and Spring.



"HELICAL" Door Spring



Regulating Spring Hinge.

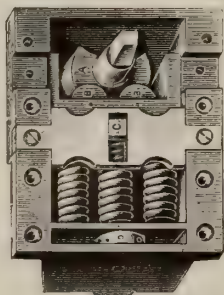
There is an abundance of profit and satisfaction in selling

NEWMAN'S LINES

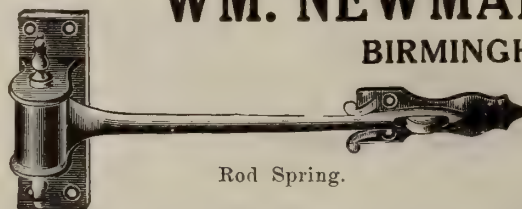
of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

Be sure to get lists and full particulars now.

WM. NEWMAN & SONS, Limited
BIRMINGHAM, ENGLAND



"Invincible" Floor Spring.



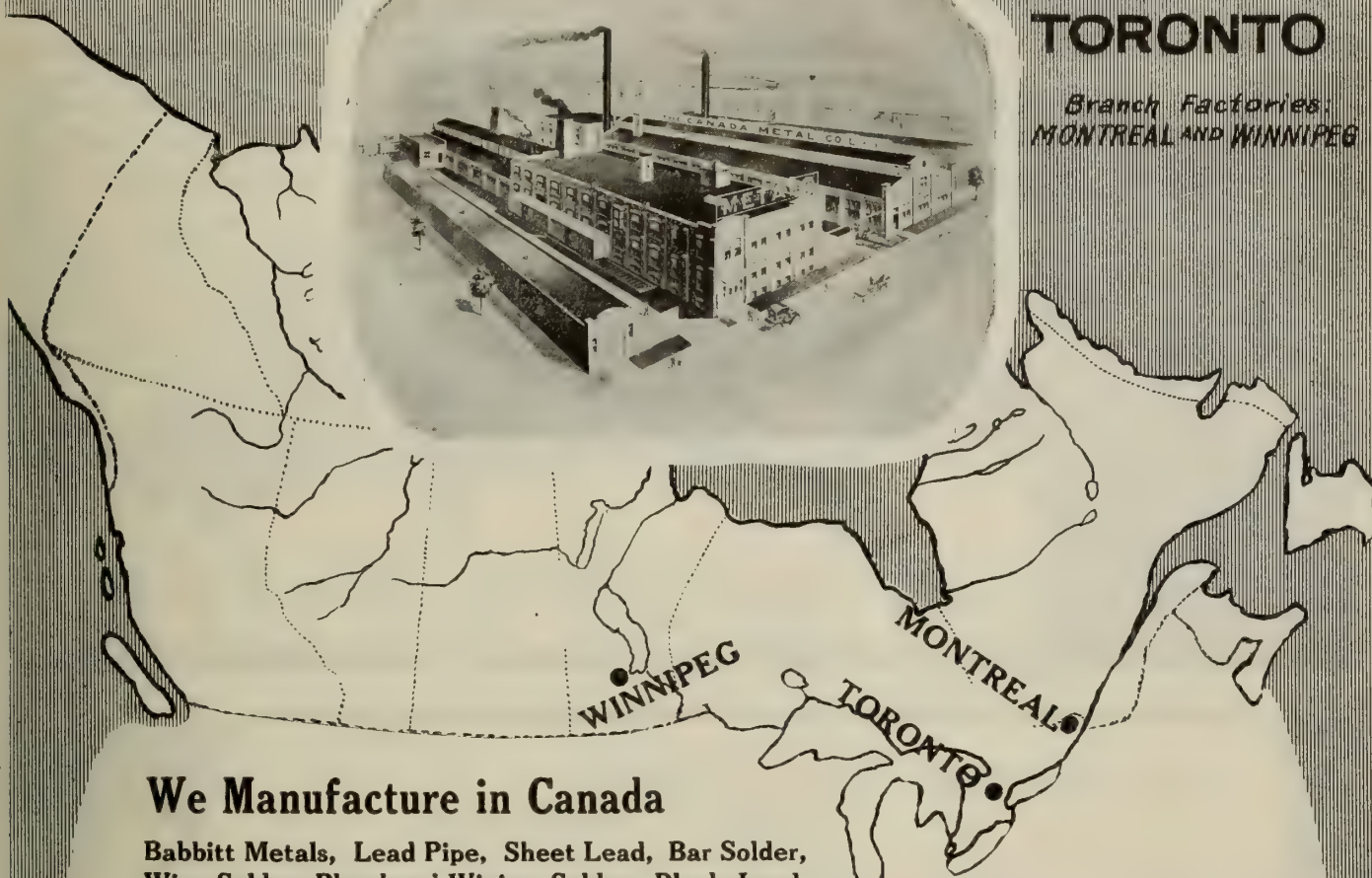
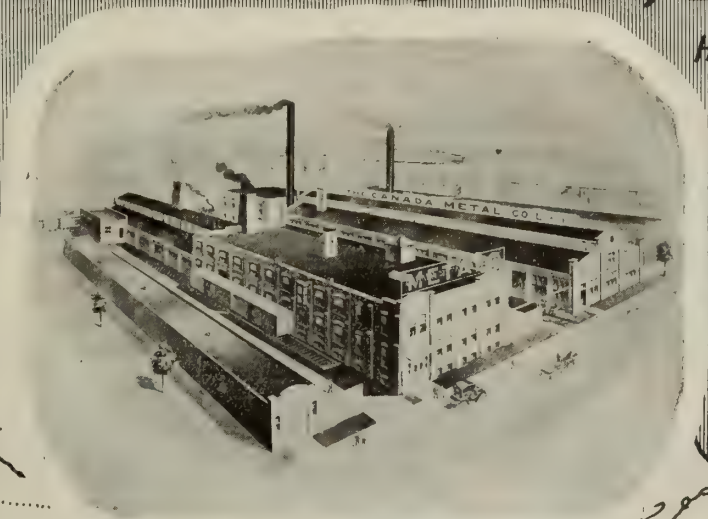
Rod Spring.

ENQUIRIES TO
FREDERIC SARA & COMPANY
326 Ninth Ave. West, Calgary, Alta.

The Canada Metal Co., Limited

Head Office and Factory:
TORONTO

Branch Factories:
MONTREAL AND WINNIPEG



We Manufacture in Canada

Babbitt Metals, Lead Pipe, Sheet Lead, Bar Solder, Wire Solder, Plumbers' Wiping Solder, Block Lead, Bar Lead, Bar Tin. Enamelled Baths, Lavatories, Sinks and all Plumbers' Supplies.

WRITE FOR CATALOGUE "A"—MAILED FREE.

WE RECOMMEND

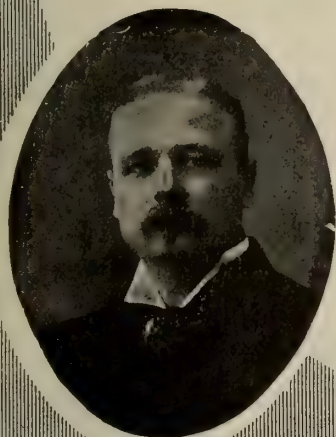
HARRIS HEAVY PRESSURE

THE BABBITT METAL WITHOUT A FAULT

It Will Give Excellent Service.

Strict attention is paid to details in the manufacture of our goods, to ensure a uniform high quality. Nothing is left to guesswork. Mixtures and physical tests are controlled through our chemical laboratories, and manufactured under the supervision of a skilled metallurgist with the result:

**WHAT WE MAKE
WE GUARANTEE**



W. G. HARRIS, Senior
President



W. G. HARRIS, Junior
Vice-President

It's Easy to Sell This Mitre Box

Your customer will see at first inspection that it insures speed and accuracy in angle-sawing. And there are many other strong points that will also appeal to him; for instance, the saw supports may be instantly locked at either a positive or an intermediate angle. A graduated arc and index plate show where to set saw for any cut. Gauges may be set to stop the

saw at any depth required. Length gauge permits sawing duplicate lengths with one adjustment. Simple automatic device holds saw guides when raised to highest point and releases instantly. Slotted support is always immediately beneath the saw and holds the work to prevent splintering at end of cut.

MILLERS FALLS

LANGDON ACME MITRE BOX IMPROVED

Have you Millers Falls Hand Drill¹ 1980, Hack Saw 1027, Breast Drill¹ 112, Bit Brace 872 and Bench Drill Press 210 in stock? The time-and-labor-saving qualities of these new Millers Falls Tools make them popular with every mechanic. Send for catalog describing our complete line.

**MILLERS FALLS
TOOLS**



MILLERS FALLS COMPANY, Millers Falls, Mass.



QUALITY FIRST— THEN PROFIT

—That's our policy in making Marble products. And that policy has won for Marble products an enviable reputation among good sportsmen all over the world. The Marble reputation for quality is an asset to you dealers who sell Marble Goods. Stock up now on Marble Knives and Safety Axes for the Spring and Summer seasons. They're quality goods, reasonably priced, that will sell at a showing and afford you the right profit. Ask your jobber or write us.

TRADE **MARBLE'S** IDEAL HUNTING KNIFE

—A knife with a world-wide reputation—won by its quality, serviceability and beauty of design and finish. Blade is adapted to both sticking and skinning. Oval ground at back for chopping bones, etc. Every Ideal is carefully tested and fully guaranteed. Handles of laminated leather or genuine stag-horn. Four sizes—5, 6, 7 and 8-inch blades, at \$2.25 to \$3.50 list.

MARBLE'S WOODCRAFT KNIFE

—Entirely new in design. Contains all features necessary for sticking, skinning, cleaning, cutting up, slicing, etc. Four and one-half inch bevel blade, thick at back, tapers to point giving all needed strength, as well as serving every purpose of a thin-bladed knife. With leather handle, complete with sheath, \$1.50 list. Guaranteed.

TRADE **MARBLE'S** SAFETY AXE

"The Handiest Tool a Sportsman Ever Carried."

The nickel-plated, spring-hinged guards are lined with lead and fold into the handle. The blades are made of tool steel, carefully tempered and sharpened. The metal handles are drop forged and will never break. Side plates are of rubber. The wooden handles are of selected hickory, and have nickel-plated steel guard and lining—for groove in handle. Made in several styles and grades, listing at \$1.50 to \$3.00.

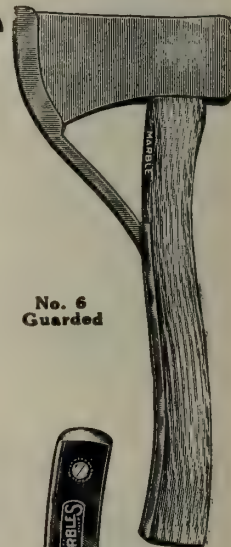
Two of the most popular numbers are shown here—No. 2, metal handle, list price —\$2.50. No. 6, hickory handle—List \$1.50.

TRADE SUPPLIED BY JOBBERS.

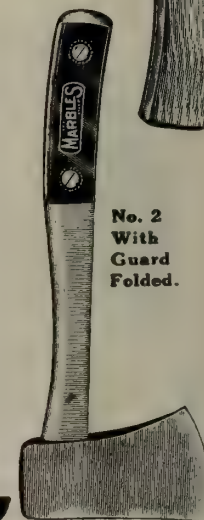
Write for latest trade catalog showing Marble's Game Getter Gun and 60 Specialties for Sportsmen.

Marble Arms & Mfg. Company

5350 Delta Avenue, Gladstone, Mich., U.S.A.

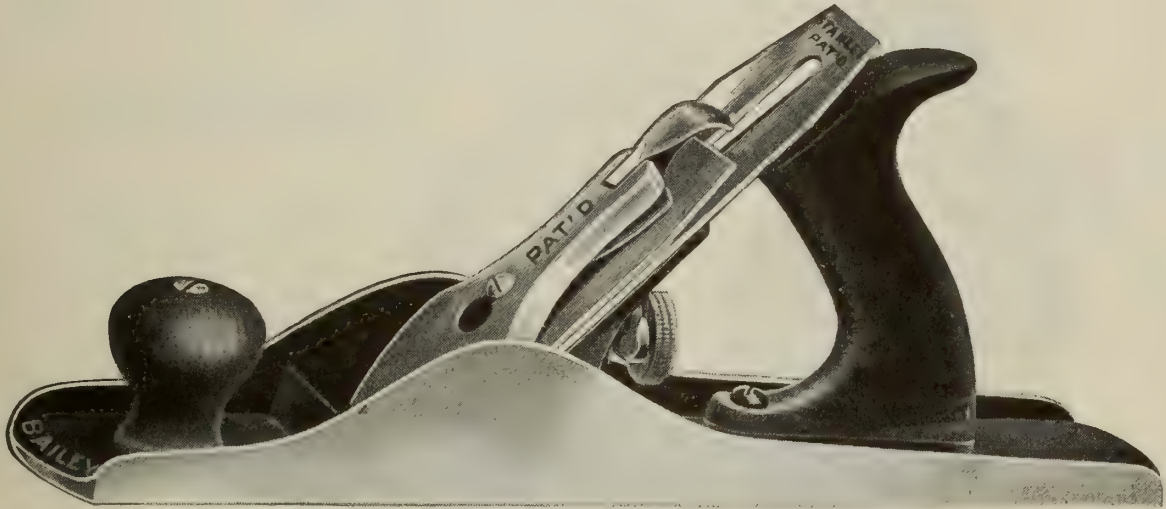


No. 6
Guarded



No. 2
With
Guard
Folded.

Stanley Tools



BAILEY IRON PLANES

"Bailey" Iron Planes have been in use for nearly fifty years, and are the recognized standard for Planes of this type.

While retaining all the original features, many valuable improvements in construction have been added from time to time. Only the finest materials and the best workmanship are used in their manufacture.

These planes are now made in our Canadian Works, where we are prepared to make immediate shipment of all orders sent us.

Always insist that your order be filled with Planes made by **THE STANLEY RULE & LEVEL CO.**, which carry with them a **GUARANTEE** backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.



STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



"Made in Canada" Is Our Motto



You are absolutely safe in every way when purchasing

Ventiplex

Sweat Pads—Housings—Saddle Blankets. They are a well-manufactured and well-finished product, absolutely curing and preventing gall sores. Can be washed when soiled and will always retain their shape. We earnestly urge you to place your order now.

Handsome Window Sign on request, address Dept. D.

Burlington Windsor Blanket Co., Limited

793 King Street West, Toronto, Ontario

THE HERBERT MORRIS CRANE & HOIST COMPANY, LIMITED,

PETER STREET.

ASSOCIATED WITH
HERBERT MORRIS LIMITED, ENGLAND
ETABLISSEMENTS HERBERT MORRIS FRANCE
CABLES "COMORRIS, TORONTO"

Toronto, February 15, 1915.

Mr. Dealer:-

Now is the time to prepare for the return of good business in the Spring. Your customers are going to ask you for "Canadian-Built Chain-Blocks" and their faith in you will certainly be increased when you are able to give them promptly what they want.

And when they get their Morris chain-block home on the job, and they find how fast and yet how easily it takes up the load, their respect for you as a man who handles "good goods" will be more firmly established than ever before.

Yours truly,

The Herbert Morris Crane & Hoist Company, Limited.

Malcolm R. Meldrum.

MRM..RVH

General Manager.

Made in
La Salle, Ill
by
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

— His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to

hear. The movement plates are bridged like on a Waltham watch—you can change both mainsprings *without taking the movement apart*. The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is \$3.00, and there's a \$3.00 resale tag on everyone you buy.

Trulite

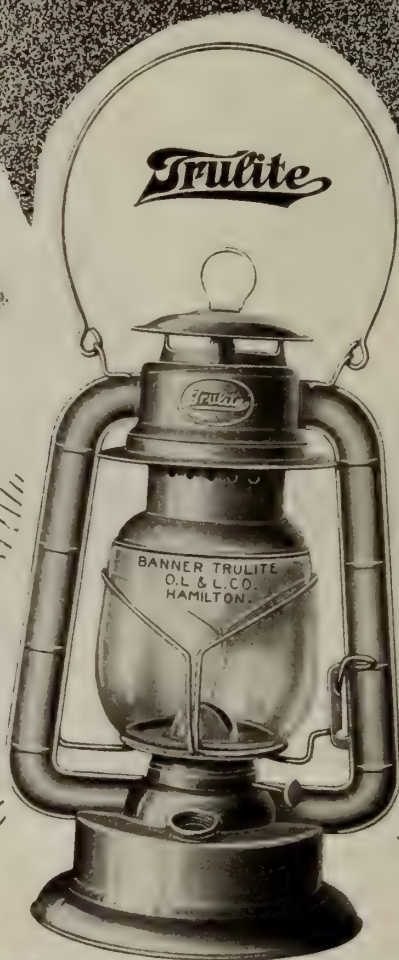
COLD BLAST LANTERNS

*Trulite**Trulite*

1915 Model

Scientifically constructed, and embodies all improvements necessary to a well-working, durable and efficient Lantern.

BURNS 32
HOURS
WITH ONE
FILLING.

*Trulite*

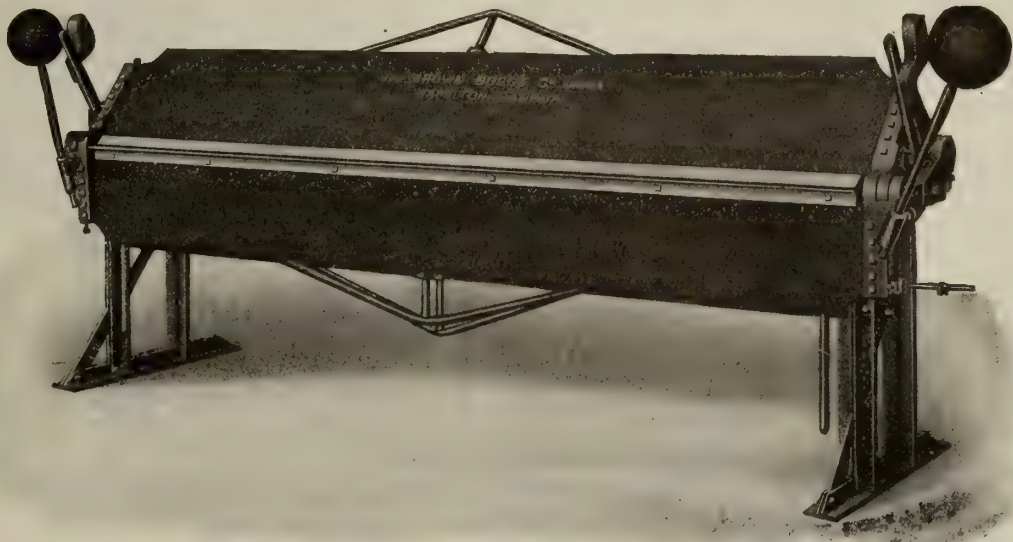
Improved Automatic standing Bail Filler. Collar placed in fount at angle allowing use of funnel for filling without tilting globe.

Made in
Canada
by

ONTARIO
LANTERN AND
LAMP CO.
LIMITED
Hamilton, Can.

THE TOOLS OF PRACTICAL ECONOMY

that will end your sheet metal troubles and worries and leave you more margin for profit.



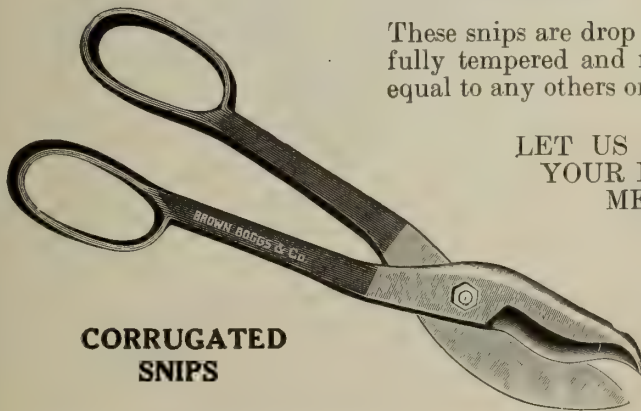
The B.B. Steel Bending Brake

The **Brake** that won't "**Break**" you to install. Every tinsmith can afford to buy this machine. It serves every purpose of the heavier and more expensive iron brakes. It is perfect in every detail. Write for further particulars and price.

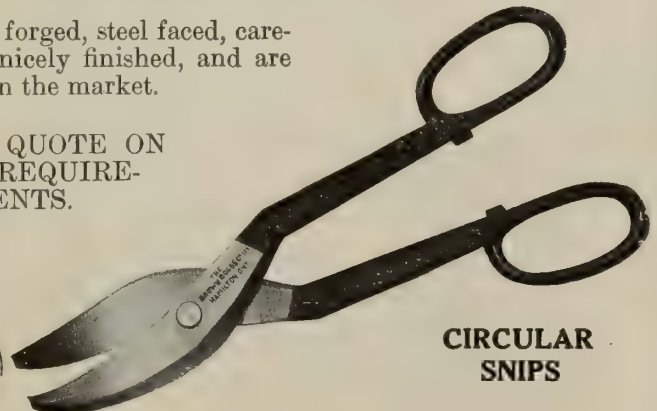
"B.B." Snips

These snips are drop forged, steel faced, carefully tempered and nicely finished, and are equal to any others on the market.

LET US QUOTE ON
YOUR REQUIRE-
MENTS.



**CORRUGATED
SNIPS**



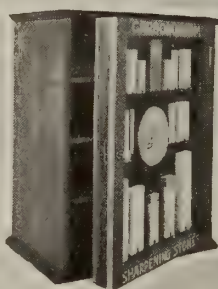
**CIRCULAR
SNIPS**

THE BROWN, BOGGS COMPANY, LIMITED
HAMILTON, CANADA

Western Representatives: Messrs. Bissett & Loucks, Winnipeg and Edmonton

Buy Made-in-Canada Goods

**Take Your
Choice
of These
Two
Attractive
Carborundum Display
Cases**

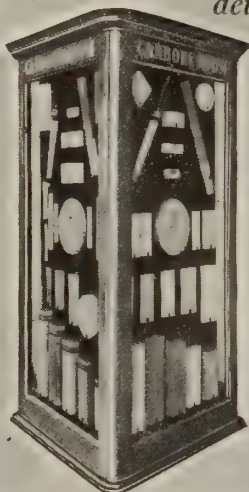


THE little rectangular golden-oak Display Case has a glass-covered display panel right in the door.—Plenty of room for stock inside. The case is twenty-four inches high—just right size for counter or window.

The triangular case is made of quartered-oak; has two big glass-covered display panels—stock-keeping shelves inside.—Both are permanent store fixtures you will be proud to have.

*Either Case Given Free
with Assortment of Car-
borundum Sharpening
Stones*

*Suppose you write for complete
details*



**The
Carborundum
Company**

Niagara Falls, N. Y.

BY INVITATION
MEMBER OF



NEW YORK U.S.A.



IT PAYS TO STOCK

DU PONT

Sporting Powders

CONSTANT demands and quick sales determine the popularity of goods in stock.

Continual advertising of Du Pont Smokeless Powders

**FOR TRAP
AND FIELD SHOOTING**

keeps their superior merits before shooters.

One hundred and thirteen years' experience in powder making is a guarantee to your trade that it can have complete confidence in the products of the Du Pont Powder Company.

Simplify your ammunition stock. Specify Dupont, Bulk or Dense, for smokeless loads and Du Pont Rifle for black powder sales. Sell the goods which advertise your store,—the quality products of America's pioneer powder makers.

For advertising Helps, Trapshooting Club Organization Aids, Sporting Powder Booklets or any desired information relating to sale of powders, write to Dept. 429.

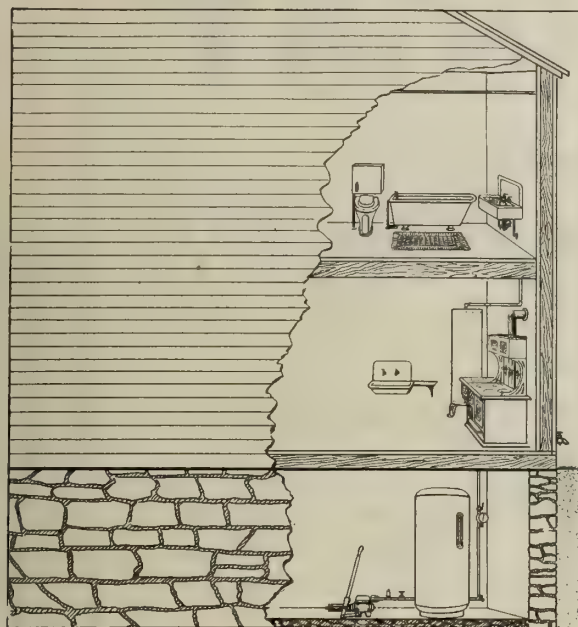
DU PONT POWDER CO.

Established 1802

WILMINGTON, DELAWARE

DU PONT

WATER SUPPLY INSTALLATIONS MEAN BUSINESS FOR YOU



You, Mr. Dealer, understand what comfort a sink, a bath room, Hot and Cold water bring to a household.

Now, you can install these comforts in any house—on farm or in town. Never mind the lack of water works. Our hand or power pump outfits give the pressure.

Our prices are right, and will enable you to get both business and profits.

The John Stevens Company, Limited

Dealers in Plumbers' Supplies, Baths, Lavatories, Brass Goods, Soil Pipe, Pneumatic Pressure Systems, Etc.

661 Henry Avenue

Winnipeg, Man.



The
Marlin

20 Ga.
Repeater

You can please your customers immensely—and make a good profit for yourself—by selling the

Marlin Repeating Shotguns

12-16-20-Gauges—Hammerless—guns for all sporting requirements. They have solid-top receiver, side ejection, matted barrel (handsomely matted on top for its entire length—costs extra on other standard grade guns); press-button cartridge release; double extractors; 6 quick shots (5 in 20 ga.); take-down feature; trigger-and-hammer safety; and the solid-steel-breech which makes them the safest breech-loading guns built.

12-16-20-Gauges with Visible Hammer—the only hammer repeaters with solid-top, side ejection and closed-in breech-bolt. The Marlin sheds water like a duck's back; will not freeze up in cold, sleety weather; keeps out rain, sand, dirt, leaves, twigs and all foreign matter; simple take-down construction; many grades and styles.



Model 30

New 20-Gauge Repeater with Visible Hammer—The standard gun, No. 30A, 20-gauge; has 25-inch full choke handsomely matted barrel; take-down; 5 shots; 5½ pounds; retail price \$21.60.

Why you can sell this gun! It is the only 20-gauge "pump gun" with visible hammer and many shooters will not use a hammerless. It has handsomely matted barrel—always a desirable feature—not found in other makes. It uses 2¾ as well as 2½-inch shells—allowing good stiff loads for trap and duck shooting—other guns use only 2½-inch shells. Made with 28-inch barrel, if wanted, at regular price. And it retails \$2.40 less than standard 20-gauge hammerless repeaters.

Trade Prices same as for Model 30 16-gauge. Order from your jobber. Write us for circulars, electrotypes, price lists, etc.

The Marlin Firearms Co.
91 Willow St., New Haven, Conn.

WE ARE AT THE FRONT



with

Ladders and Woodenware

Buy goods made in Canada by Canadians with Canadian Capital.

**WRITE US FOR NEW CATALOGUE AND
PRICE LIST.**

Ladders for every purpose. Shirt Boards, Bake and Pastry Boards, Folding Ironing Boards and Clothes Bars, Curtain Stretchers, Verandah Furniture and Wash Boards.

McFARLANE LADDER WORKS

RIVER STREET

TORONTO



PROFITS AND GOOD-WILL

After the washer is sold and duly paid for you might well consider your deal satisfactorily finished and the profits added to your bank account.

You have reason, however, to expect a further profit in the Good-will which the CONNOR BALL-BEARING WASHERS create by their satisfactory service.

You can obtain this extra profit by handling the

CONNOR BALL-BEARING WASHER

We want dealers in unrepresented territory. May we not send you our catalog showing our line of Washing Machines—(Electric, Gasoline, Water and Hand Power)—Clothes Wringers, Mangles, Tub Stands, Stepladders, Ironing Boards, Skirt Boards, Pastry Boards, Bread Boards, Plant Tubs, Barrel and Dash Churns, Wheelbarrows and Vacuum Sweepers?



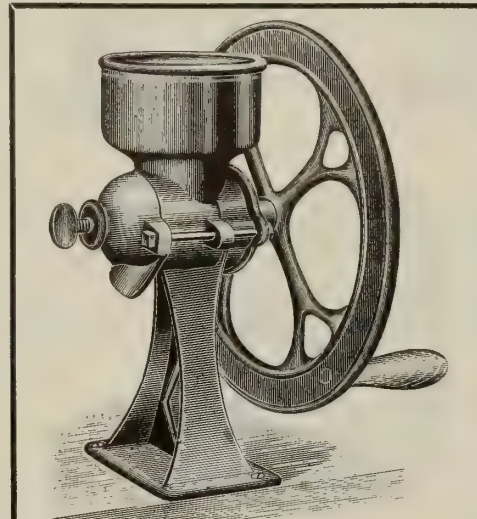
J. H. CONNOR & SON, LIMITED, OTTAWA, ONT.

The Rock Island Line of Hardware



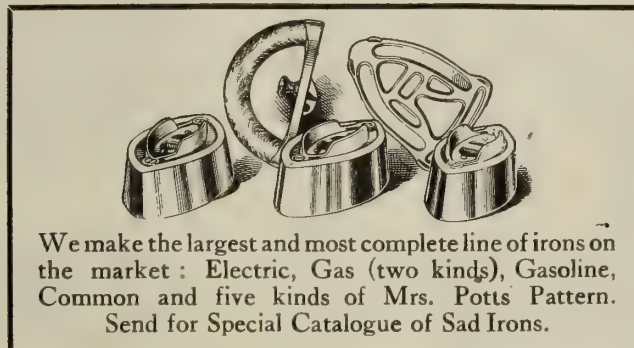
Foot Power Grinder

We also make six kinds of hand power grinders and six sickle grinders. Send for special Grinder catalogues.



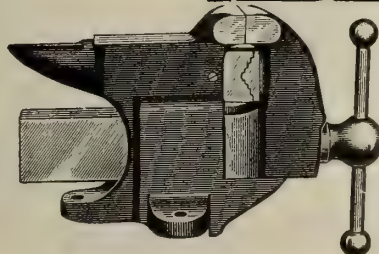
Grist Mill

We make five mills for grinding corn, small grains, etc. Also many other items for farm use.



We make the largest and most complete line of irons on the market : Electric, Gas (two kinds), Gasoline, Common and five kinds of Mrs. Potts Pattern. Send for Special Catalogue of Sad Irons.

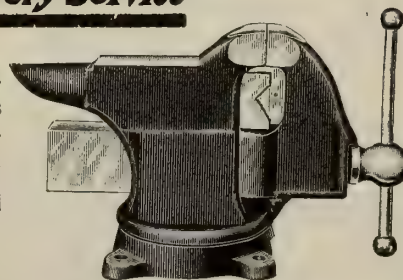
VICES *A Type and Size for Every Service*



Stationary Autovise

No other manufacturer makes as large and complete line of Vises.

Send for Special Catalogue of Vises.



Swivel Autovise

ROCK ISLAND MFG. CO., Rock Island, Ill., U.S.A

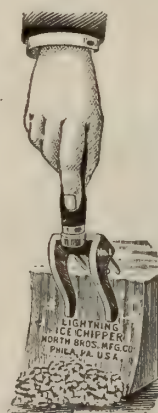


Time to Order

FREEZERS

Whether you stock the **LIGHTNING**, **GEM** or **BLIZZARD**, you get a Freezer that has made good for more than a quarter of a century—one that has won its way into the hearts of the housekeepers by service that satisfies—backed by quality that creates confidence in both merchant and manufacturer—one that's well advertised and in demand—one that brings trade and helps you keep it.

The **BLIZZARD**, being a low-priced Freezer, makes a good running mate with either the **GEM** or **LIGHTNING**. Now is the time to place your order. Shipment can be made any time you specify.

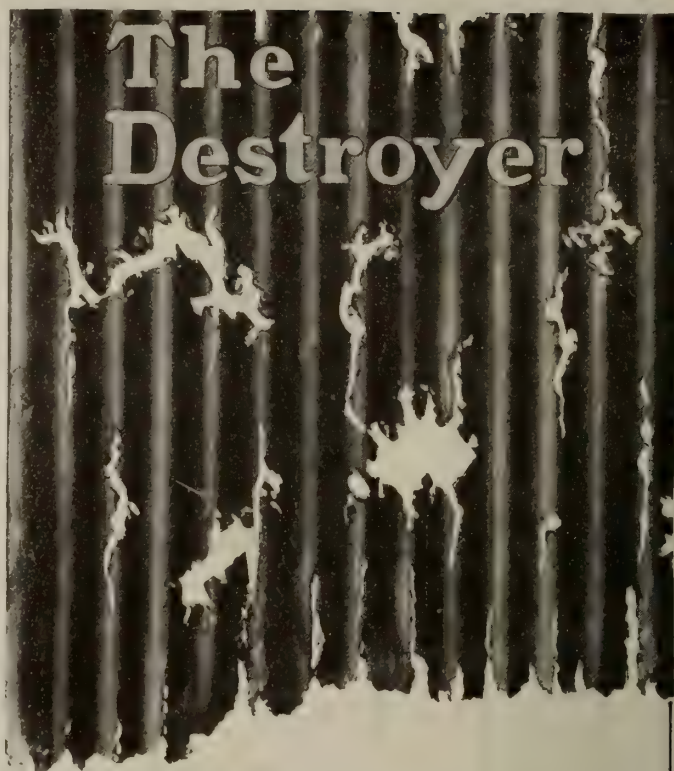


BE SURE to INCLUDE the LIGHTNING ICE CHIPPER No. 1. You can sell one with every Freezer. It chips a block of ice into small uniform pieces in a jiffy, just right to pack closely around the can and shorten the time of freezing. So much easier to make Ice Cream. They help the sale of Freezers.

Your Jobber will Supply You.



NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



First—a reddish-brown spot appears. The spot spreads. The metal sheet flakes off. Pin-holes appear. The holes grow larger and larger. Slowly the sheet crumbles away and finally nothing is left.

That's corrosion—the destroyer.

An uncanny, startling and mighty expensive process.

Thousands of tons of steel and iron sheet products are destroyed yearly by corrosion

Yet there is a remedy—a scientifically made corrosion-resisting sheet metal—



"There is durability and economy in every ounce"

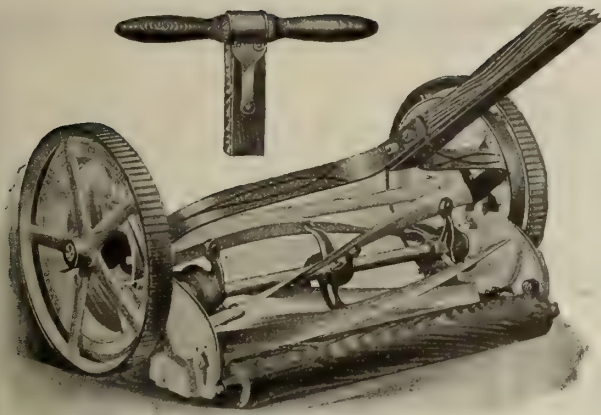
A few uses for Toncan Metal Sheet are :

ROOFING	CULVERTS
SIDING	SILOS
VENTILATORS	TANKS
CORNICE	SKYLIGHTS
EAVESTROUGH	CONDUCTOR PIPE

Write for a copy of the
"Text-Book on Corrosion"

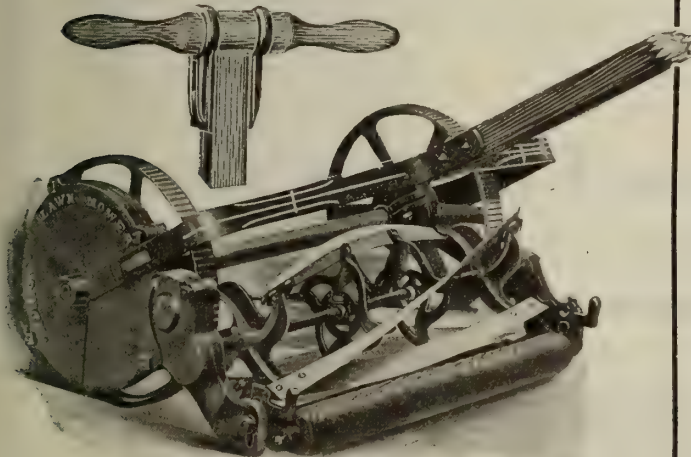
The Pedlar People, Limited
OSHAWA - - - ONTARIO
Canadian Distributors

THE STARK ROLLING MILL CO.
CANTON - - - OHIO
Sole Makers



The "Empress"

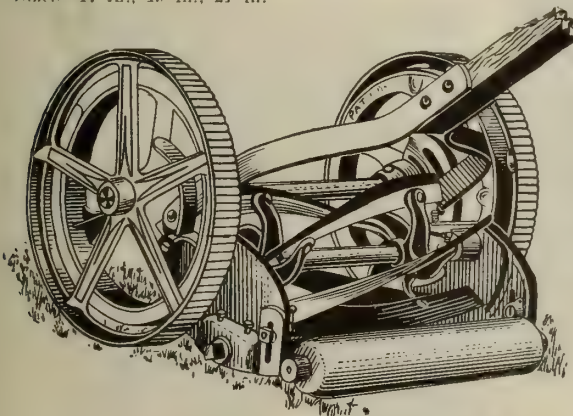
Open four and five-knife cylinder. 10½-inch wheels. Special tool steel knives, oil tempered. Case-hardened, adjustable bearings. Case-hardened ball-bearings and balls. Specially prepared, polished steel shafts. Cheeks easily attached. Made with grass-box attachment.



The "Adanac"

Thoroughly High-Class.

Special crucible Tool Steel, oil tempered. Equipped with train of gears. Best quality material used throughout its construction. All parts easily adjusted. Four blades—10½-inch wheels, 6½-inch cylinder. Sizes—17 in., 19 in., 21 in.



The "Woodyatt"

Open four and five-knife cylinder. Tool steel knives, oil tempered. Bearings are extra long and adjustable. Best quality material used throughout its construction. Made with grass-box attachment. This mower has been on the market longer than any other high-grade mower in the world.

TAYLOR-FORBES LAWN MOWERS

"The Sure-Satisfactory Kind"

Over 40 years of specializing in lawn mowers has put our product in the highest estimation of all who know.

The quality, finish and distinctive mechanical features have never been equalled.

The price is reasonable and the profit good.

PLACE
YOUR OR-
DER WITH
YOUR JOB-
BER NOW.
If he cannot
supply you,
be sure to
write us —
we'll fill your
requirements
immediately.

This Guarantee goes with
every T-F Lawn Mower

If for any reason, at any
time within one year from
date of purchase, the Taylor-
Forbes purchaser is not satis-
fied, we insist on giving him
a new machine or refunding
the money.

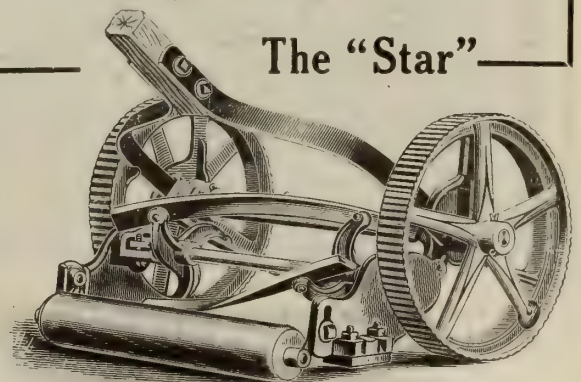
The Taylor-Forbes Co., Limited

Head Office and Works: GUELPH, ONT.

BRANCHES AND AGENTS:

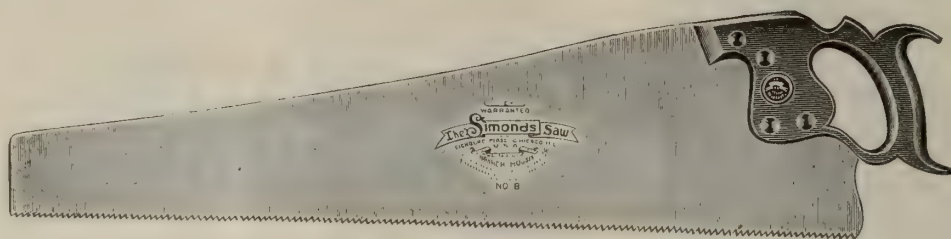
Taylor-Forbes Co., 246 Craig St. W., Montreal.
Canadian United Mfrs. Agency, London, England.
H. G. Rogers, 147 Prince William St., St. John, N.B.
H. F. Moulden & Son, Travelers Bldg., Winnipeg, Man.
Taylor-Forbes Co., Ltd., 1070 Homer St., Vancouver, B.C.

The "Star"



Made in
CANADA

Cast steel knives, oil tempered. Adjustable half-box bearings on cylinder shaft. Adjustable bottom knife. Wood rollers of hard maple. Three and four-knife cylinder. 9-inch drive wheels. Same high-grade steel used in this Mower as in the Woodyatt. Sizes 12 in., 14 in., 16 in.



\$2.25

SIMONDS SAWS

The price of this saw brings profit to the Dealer. The quality of the saw brings satisfaction to the Carpenter.

Arrange now to have a spring stock of Simonds Saws.

Write for Dealers' prices.

Simonds Canada Saw Company, Limited

St. Remi Street and Acorn Ave., MONTREAL

St. John, N. B.; Vancouver, B. C.



WINNIPEG

Steel Shingles

Galvanized - Painted

The shingle that you can stand behind. The shingle that was used on Canada's largest armoury building. Wherever the Winnipeg Shingle has been used, it has taken the lead.

**Buy Western-Made Goods
for Western Needs.**

WINNIPEG CEILING & ROOFING COMPANY, LIMITED

P.O. Box 2186-H

WINNIPEG, MAN.

CALGARY:

Sheet Metal Manufacturing Co., Ltd.

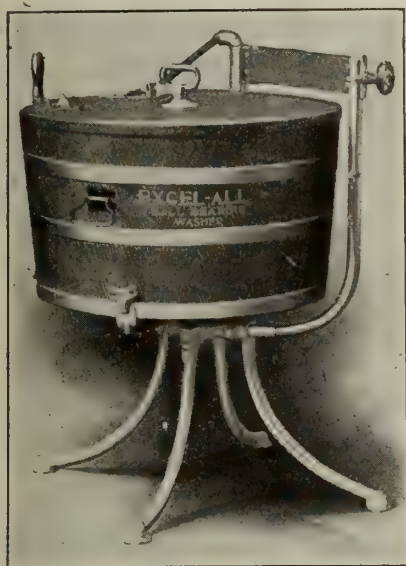
EDMONTON:

Edmonton Metal Works, Limited

Now is the time to get busy selling--

Maxwell

lines! There's PROFIT in them--for YOU!



MAXWELL "Excel-All" Washer

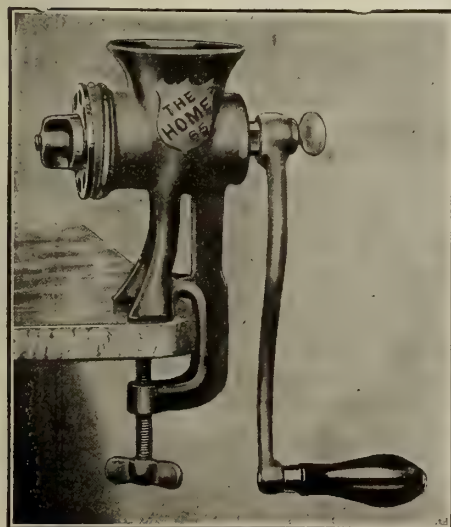
is popular wherever it is sold. One of its special features is the improved Swinging Wringer Board. This swings out of the way when not in use, thus giving ample room for work. The tub runs smoothly on ball-bearings and the entire mechanism is simple and easy to operate. The "Excel-All" Washer has a light, tubular metal frame and its finish throughout is of the very best.

MAXWELL "Favorite" Churn (with Bow Lever)

THIS Bow Lever is a special feature of the

Maxwell "Favorite" Churn. You can also adjust the handle to centre, left or right, whichever is most convenient for driving. Has light, rigid steel frame, bolted trunnions and roller-bearings. Makes churning a pleasure. Used in Denmark, Australia, New

Zealand, South Africa and all over Canada.



MAXWELL "Home 65" Food Chopper

THIS is a new machine embodying all the latest principles. Made in standard family size and much stronger and superior to the ordinary type of machine. Cap fits close, rendering the machine quite water-tight. The opened cylinder makes it easy to clean. Supplied with four different cutting plates or three plates and nut-grater.

Write for a catalogue.

MAXWELLS LIMITED
ST. MARYS, ONT.



We Help The Dealer Sell

All our literature to the housewife advises buying through you—Mr. Dealer.

Stock The Pastime

Sales Will Come

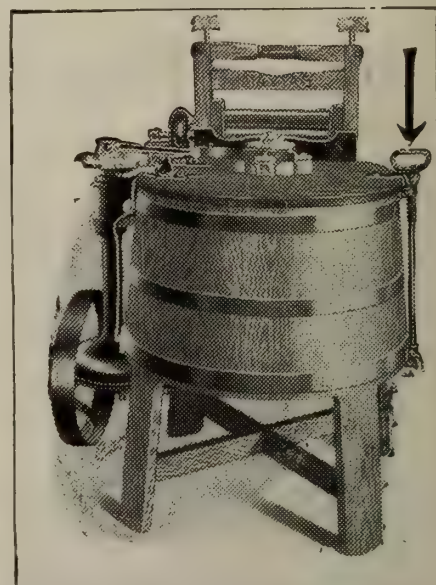
The Pastime runs easily because of an 18-pound fly wheel, running on ball bearings immediately under the tub. **With a washer you can demonstrate.**

Our Power Machines—with swinging wringer—have hand power attachments. Engine trouble will not prevent use of this washer.

Get our full information, and remember all our wringers are guaranteed.

The Maytag Company, Limited

WINNIPEG - MANITOBA



POWER WASHER. THE SMALLEST GASOLINE ENGINE WILL RUN IT.

The sun never sets on British Soil---it encircles the globe.
The same is true of "Red Devil" Tools—used all over the globe.

"Red Devil" Tools

Bring more customers and more profits.

You will readily see why when you look into the reasons. Just a few hints here:



Improved Nail Puller.

The newest "Red Devil," No. 101. A wire and strap cutter, box chisel and nail puller combined. No springs or rivets to get loose. Box jaw, a "self seller" with features not found in any other single tool.



It's all in the wheel

"Red Devil" Glass Cutter, No. 024. The Standard Glazier's tool. More of them used than all others put together. Used the world over.

It has the hand-honed steel wheel, each selected and inspected by an expert.

"Red Devil" Side Cutter.

No. 50. Drop forged steel, scientific, high power, "punch-proof" grip handle. Made in 4", 5", 6", 7" and 8" size.



As a keen merchant you certainly want to know all about the desirable goods in the market. You cannot pass a true verdict on them unless you know more about "Red Devil" tools.

Write—right now—for illustrated Net Trade Price List of "Red Devil" Tools for linemen, electricians, carpenters, glaziers, etc.

SMITH & HEMENWAY CO., Inc.

191 Chambers Street

New York City, U.S.A.

Profit in this for Canadian Dealers because
Every Store, Shop and Factory Needs
A Paper Baler

RIGHT IN YOUR OWN LOCALITY

Every year thousands upon thousands of dollars' worth of waste paper is burned up or thrown away by those who don't know its value. All this waste could be saved—actually turned into profit—by baling and selling the paper. Hundreds of storekeepers and manufacturers who formerly threw away or burned from \$5 to \$15 worth of waste paper every month are now saving this loss, making a cash profit of an equal amount, by using



BALING PRESSES

These all-steel Balers are absolutely fireproof. They provide a *safe* storage place for waste paper—help to keep store or shop clean—and obviate the possibility of dangerous fires resulting from piles of waste laying around. The Schick Baler is simplest, strongest, and best of all. It is easy to operate—any good-sized boy can do it with ease. Built in

Four Sizes \$35, \$45, \$55, \$75

—the right size for every store, office, shop and factory. They are backed by a strong, liberal guarantee. Buy a Schick *now*. Baled waste paper is worth 30c. to \$1.00 a hundred, and it costs you only \$35 to \$75 to save the waste, and at the same time avoid fire risk.

WRITE NOW FOR DETAILS

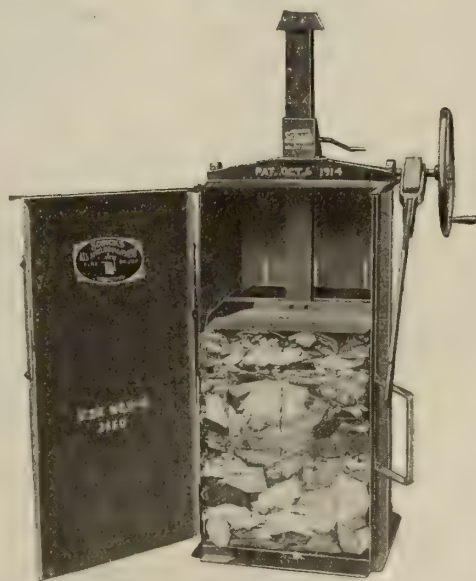
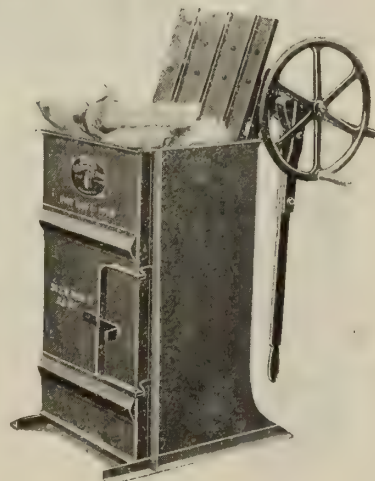
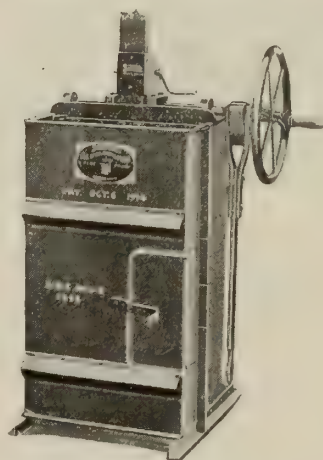
There ought to be a Schick Baler in every store, office, shop and factory in *your town*. There are now thousands of them in use and the demand is growing at a rapid rate, for never before was such an *economy-efficiency* device offered at a price that enables the Baler to pay for itself in a few months' time and thereafter pay the owner *big dividends* on the investment.

Write to-day for descriptive circular, details of free trial offer, etc. Just use a postal and say "Tell me all about Schick Paper Balers." But—do it *now*!

Discount to Canadian Jobbers

We have a splendid proposition to offer jobbers who will handle Schick Balers in wholesale quantities. This proposition not only includes the *right discount*, but a very effective plan of advertising and co-operative selling. Ask for details, stating territory desired.

Davenport Mfg. Co.
Dept. "H-M" Davenport, Iowa





Put Yourself in the Roofing Buyer's Place!

If you were a roofing-buyer instead of a roofing-dealer what kind of roofing would you buy?

Would you buy roofing made by a manufacturer you knew nothing about—roofing that would mean an absolute loss of money to you if it failed to give satisfactory service?

—Or would you buy

J-M ROOFINGS



—Roofings made by a company with a national reputation for fair dealing because it stands back of every roll that is sold—never willingly permits a single customer to have any just cause for complaint?

You can see for yourself why J-M Roofing Dealers do a large and profitable business.

Make more money selling roofing! Lift yourself out of price-slashing competition! Get the exclusive agency for J-M Asbestos and J-M Regal Roofings.

Write nearest Branch for full particulars.



**THE CANADIAN
H. W. JOHNS-MANVILLE CO., LIMITED**



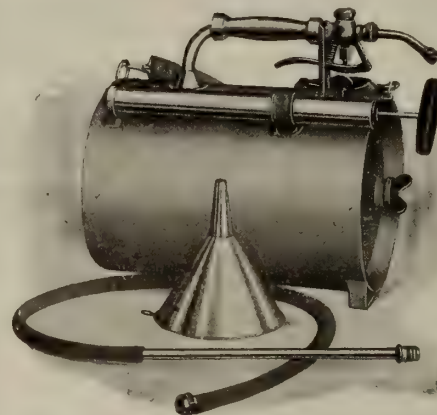
Manufacturers of Asbestos Shingles; Pipe Coverings; Cold Storage Insulation; Waterproofing; Sanitary Specialties; Acoustical Correction; Cork Tiling; etc.

TORONTO MONTREAL WINNIPEG VANCOUVER

2862

Eureka Sprayers

THE EASY SELLERS



**Eureka
Fountain
Compressed
Air
Sprayer**

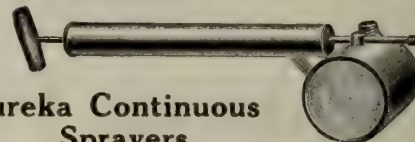
Automatic Controlling Valve is directly in front of the handle, and the Controlling Lever is directly under the

handle, so that it is easily operated with one finger.

Saves its cost.

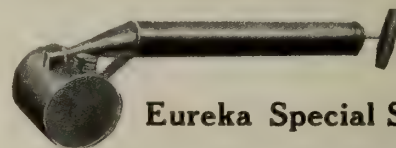
This valve and lever will save the cost of the sprayer in making a given amount of solution do so much work. One filling and one minute spraying will spray 2,000 plants. None is wasted.

No complex or intricate parts.



**Eureka Continuous
Sprayers**

as the name implies, is so constructed that it not only sprays on the downward stroke, but also when it is drawn back, this causing a continuous mist-like spray. Steel plunger rod; special type plunger. Sprayer is fitted with a 3-16 in. brass ball check valve which is positive in its action and practically indestructible.



Eureka Special Sprayer

Single tube tin sprayer. Steel plunger rod; special type plunger. The special arrangement of the spraying tube is such that it thoroughly breaks up or atomizes all oils and solutions into a fine, mist-like spray which penetrates all cracks and crevices. The sprayer is adapted for all kinds of general spraying and is used very extensively for spraying disinfectants, etc.

**Eureka Glass Tank
Sprayer**

The pump cylinder is supplied with an air chamber, which prevents any of the solution being drawn back into the valves, and also greatly increases the pressure when spraying. Discharge tubes are brass—no corrosion. Pump rod is hard steel. Plunger leather is of special type and is made from heavy calf leather. This Sprayer is strongly made, well painted, and attractively finished. For Spraying Potatoes, Tobacco, Small Shrubs, and all disinfectants in poultry houses and on live stock this will be found an excellent Sprayer.

ASK US TO MAIL YOU OUR CATALOG

Our goods are fully guaranteed and our prices attractive.

The Eureka Planter Co., Limited
WOODSTOCK, ONT

S E R V I C E

We would like to have you know us better and fully understand our policy.

We want to be more to you than just a Wholesale House. We wish to do all we can in a broad, honest way, to put our Customers on the road to Success, and help in their climb to Prosperity. We have every faith in Western Canada, and this faith means we believe in your future.

We are striving every day to give our Customers a more comprehensive service; a generous dollar's worth of value for every dollar spent, a value which means careful attention to orders, speed and despatch in shipment, special Catalogues to help in your Mail Order Competition, a complete stock to select from and a carefully chosen staff to attend to your every want and render you the benefits of the experience it has gained through years of merchandising.

These are a few of the many things which go to make up "Service" as accorded the Customers of

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

MONTREAL, QUE.
75 St. Timothy St.

TORONTO, ONT.
10-20 Bay St.

WINNIPEG, MAN.
139 Market St.



BOLTS

RIVETS

NAILS

AND

WIRE

We have recently installed an up-to-date Electro Tinning and Galvanizing Plant.

Quality Rite

Service Rite

Prices Rite

The most thorough experience, up-to-the-minute equipment and our positive guarantee of quality are behind these lines.

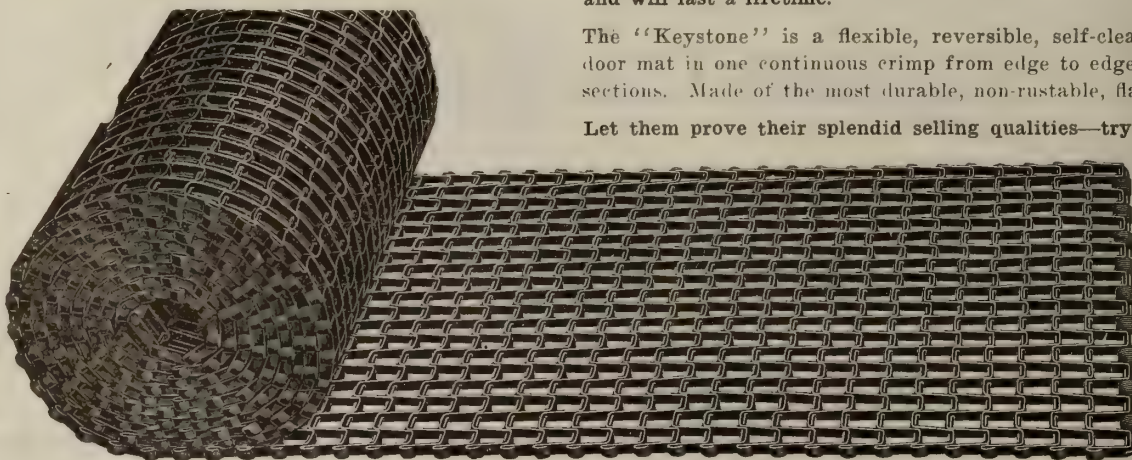
THEY MAKE SATISFACTION A CERTAINTY—AND PAY A LIBERAL PROFIT.

Let us supply your next requirements.

THE NORTHERN BOLT & SCREW CO., LIMITED
OWEN SOUND, ONTARIO

"Keystone" Flexible Steel DOOR MATS

A MAT WITHOUT A FLAW



fill a long-felt want, for they cost no more than the ordinary mat, and will last a lifetime.

The "Keystone" is a flexible, reversible, self-cleaning, sanitary door mat in one continuous crimp from edge to edge without short sections. Made of the most durable, non-rustable, flat ribbon steel.

Let them prove their splendid selling qualities—try them.

Order
from
your
jobber

Kuhne-Anderton Mfg. Co.

SOLE MANUFACTURERS OF:
Keystone Flexible Steel Mats. Ideal Wire Door Mats (Rigid)
Simplex Flexible Wood Matting

PORT HOPE, ONTARIO
CANADA



28 "Service" Branches Throughout
Canada.

**Canadian Consolidated
Rubber Co., Limited**
MONTREAL, P.Q.



Carriage or Auto Rugs

These rugs will afford great warmth and also serve to protect the user from showers, etc. The rubber covering is thoroughly water-proof and is hand-some in appearance. A rubber rug, which is lined, can be used in both fine and wet weather without injury.

Horse Covers

The superiority of RUBBER Horse Clothing, both in wearing qualities and appearance, is well known.

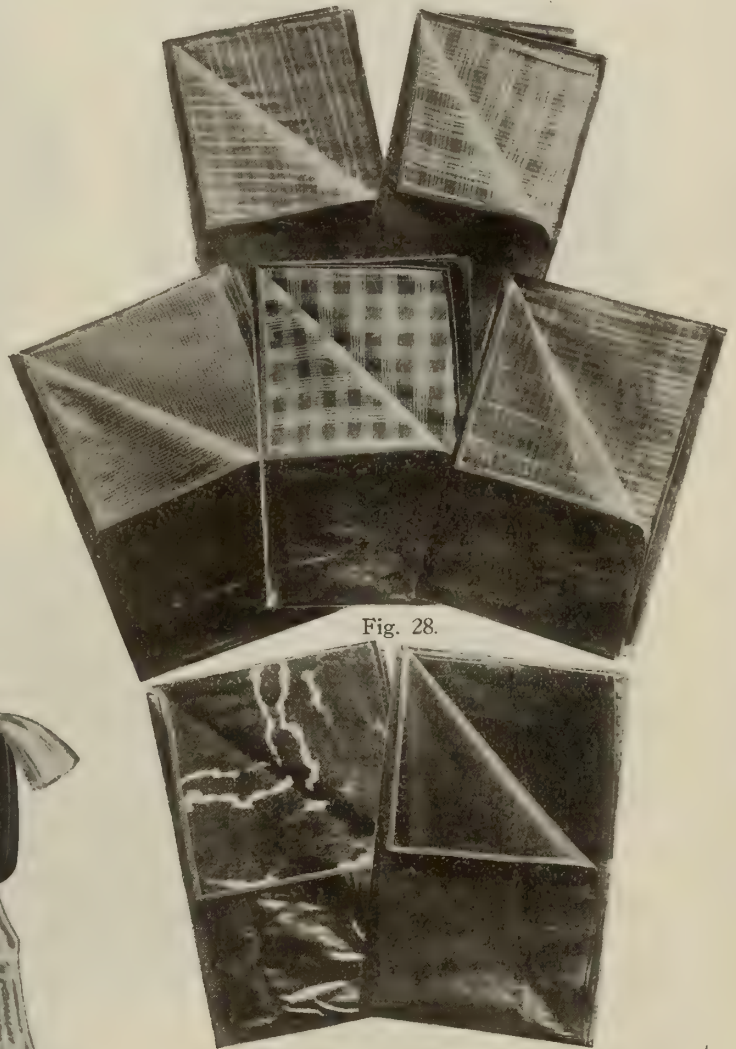


Fig. 28.

Fig. 29.

Fig. 30.

Write our nearest branch for full information.



**Canadian Consolidated
Rubber Co., Limited**
MONTREAL, P.Q.

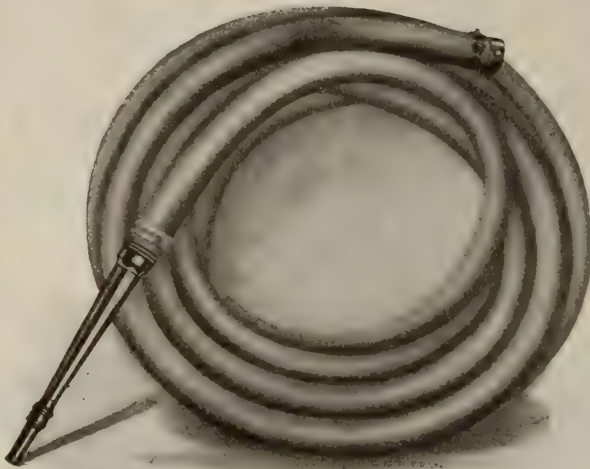
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MONTREAL, P.Q.



Water Hose

PARA—

Made from a specially woven duck and best rubber stocks. None better.

STAR—

Same as Para, excepting weight. Satisfaction assured.

REGAL—

We recommend this as a strong, durable Hose. Will give excellent service.

WESTERN—

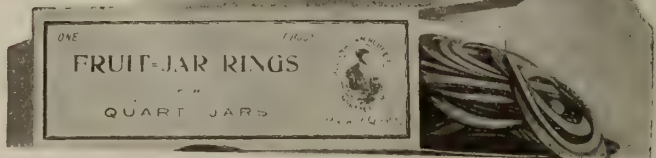
Good stout hose that can be depended upon. Exceptionally good value for the price.

Write our nearest branch for further information.

Our range of Valves provides for practically every requirement in a pump valve, and we offer our services as experts to those who desire to select a valve for their particular requirements.

When ordering mention if for oil or other liquid, cold, hot, clear or gritty water, the pressure and the maximum temperature, to enable us to supply the proper density of valve.

Ask for Catalog "C". It gives full particulars.



Fruit Jar Rings

Made in three grades and all sizes. Packed 1 dozen Rings per Carton, or 1 gross Rings per Carton—2 dozen boxes of one dozen each per container.

"DOMINION"

Black—Quarts and Pints

"PEARL"

White— " " "

"DIAMOND"

Red— " " "

These will fit the average-sized jars.



Rubber Pump Valves for every use



Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout
Canada.





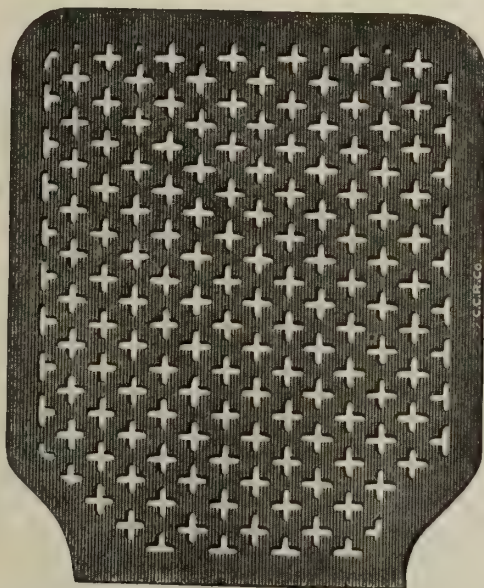
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Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.



Moulded Rubber Door Mats

furnished in three different designs, with "bevelled" edges as per illustration.



Rubber Drain Board Mats

Made of white rubber, perforated and also with a corrugated surface. This style is used in connection with white enamel sinks, the Mat being perforated so as to permit the draining off of the water after dishes are placed on it. It prevents dishes slipping and being broken.



Stair Treads

The use of Rubber Stair Treads is now universal, owing to their non-slipping and durable qualities. They also reduce noise to a minimum, and protect the stair from wear. Particularly desirable for public buildings of all kinds. Treads can be cut from corrugated, pebbled or smooth Matting in any shape or size wanted.

Catalog C shows complete line.
Send for it.



Canadian Consolidated Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout Canada.





28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



LAWN HOSE

bearing any of our brands
always meets a ready sale.



$\frac{1}{2}$ -in., $\frac{3}{4}$ -in. and 1-in. sizes

Our brands and grades, suited to every
purchaser, are as follows:

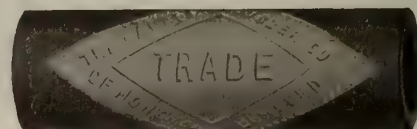
PARA, STAR, SERVICE,
WESTERN, ARMOUR
CLAD, TRADE, DO-
MINION SMOOTH
MOULDED, CANA-
DIAN CORRUGATED
MOULDED (in
long lengths) and
Nos. 300, 400, 500,
600 and 700.



Each Brand has a reputa-
tion earned by years of
successful service.



*Write for prices and full
particulars.*



Canadian Consolidated
Rubber Co., Limited
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28 "Service" Branches Throughout
Canada.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, MARCH 20, 1915.

No. 12

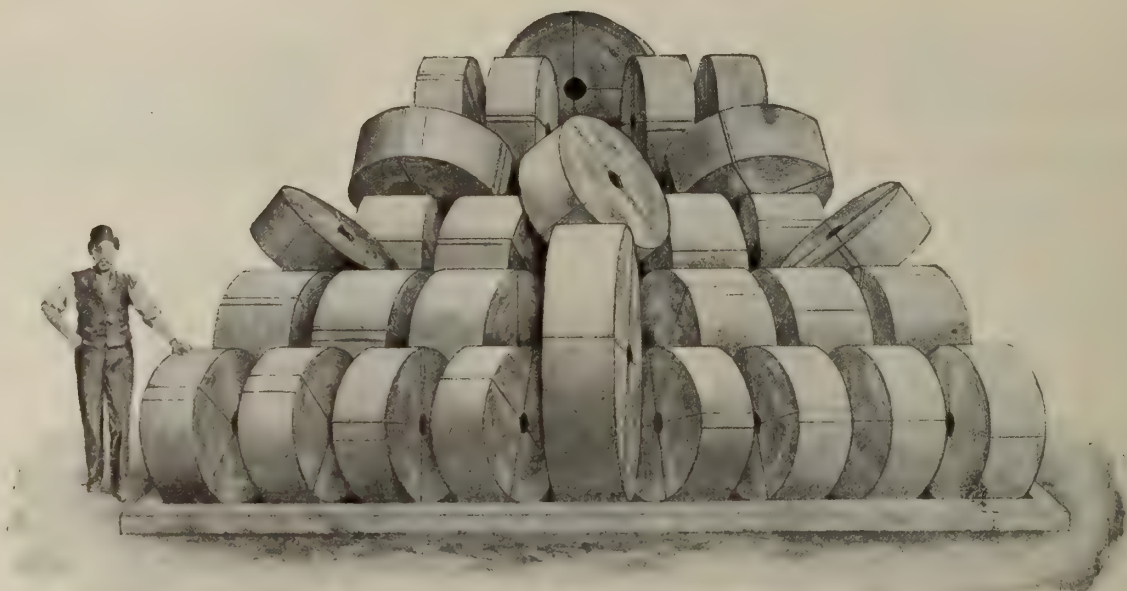
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28 "Service" Branches Throughout
Canada.

Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.



RUBBER BELTING IS THE MOST SERVICEABLE, ADAPTABLE AND POPULAR METHOD OF TRANSMITTING POWER. IT IS NOT AFFECTED BY DAMPNESSE NOR CHANGES IN TEMPERATURE. IT IS ALWAYS UNIFORM IN WIDTH, THICKNESS AND TENSILE STRENGTH. IT HAS THE BEST SURFACE FOR ADHESION TO THE PULLEYS, CONSEQUENTLY TRANSMITTING THE GREATER AMOUNT OF POWER. IT IS THE MOST ECONOMICAL TO USE.

ENDLESS BELTS

are a specialty with us—although not by any means a simple belt to manufacture to suit the different conditions under which it is used, such as frequent shifting in high winds, and the wear and tear to be expected with unskilled workmen. We are giving the best of satisfaction to regular users and consider this the best recommendation we can have. The splices of these endless belts are thoroughly made and stitched.

WE MANUFACTURE BELTING FOR ALL PURPOSES.

Ask for Catalog "A." It gives full particulars.



Canadian Consolidated
Rubber Co., Limited
MONTREAL, P.Q.

28 "Service" Branches Throughout
Canada.



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PLUMBERS' RUBBER GOODS



Canadian Bibb Washers

Carried in stock in one grade for either hot or cold water use.
Sold in box lots, 100 in a box, or sold in bulk.



Conical Connections

Made in three Standard Sizes:
Size 1 1/4", 1 1/2" I.D. small end
25-16", I.D. large end 39-16"
long. Size 1 1/2", 1 3/4" I.D. small
end 21-16", I.D. large end 35-16"
long. Size 2", 2 1/4" I.D. small end
2 1/2", I.D. large end 3 3/8" long.

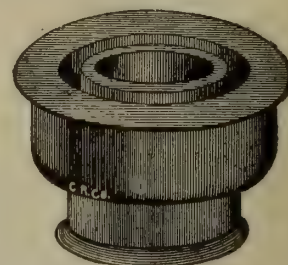


Tack Bumpers

Made in three standard sizes and one
grade.

These are so constructed as to give
the best wearing results possible.

No.	Size	High
1	5/8" dia.	3/8"
2	1 1/2" dia.	1/2"
3	3/4" dia.	7-32"



Twyford Cup Connections

Made in three standard
sizes: 1 1/4", 1 1/2", 2".



Furnace Bulbs

White or slate, metal valve and
tubing.
No. 1, Double Neck Atomizer Bulb.
Size 3 1/4" x 2".



Round or Square Flange

These can be furnished in any size
required.



Force Cups

The stock used in these cups
has the right flexibility and is
exceedingly tough.

Made in one piece, including the
neck, which forms the handle.

TWO SIZES

No. 1, 4 in. diameter, 5 in. high.
No. 2, 4 1/2 in. diameter, 5 1/2 in.
high.

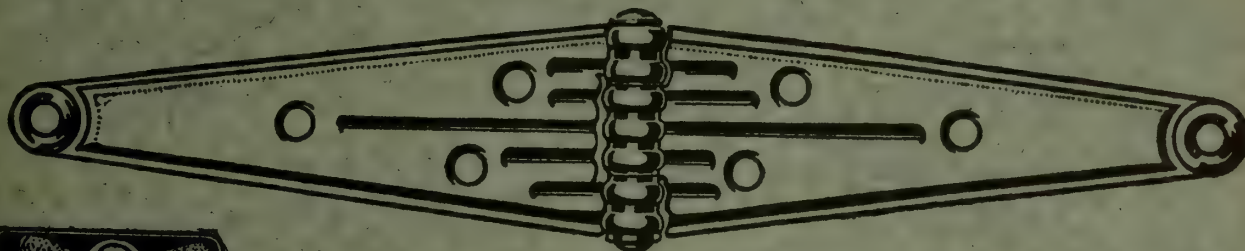


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STANLEY'S



In the STRONG STANLEY BOX

The Stanley Box is of the strong telescope pattern which has been used so many years for Stanley Butts and other wrought hardware. It is made under the same roof as Stanley Butts, and is of the same high quality. When you order Stanley's you know you will not receive a lot of flimsy boxes with flap ends and half the screws spilled out in the case.

ASK YOUR JOBBER FOR

Stanley No. 935, Corrugated Strap Hinge
Stanley No. 937, Corrugated Extra Heavy T. Hinge

In bulk or packed one pair in a box, with screws.

ALL STANLEY PRODUCTS SHIPPED PROMPTLY



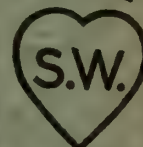
A Box of Stanley's, No. 935

THE STANLEY WORKS
NEW BRITAIN, CONNECTICUT

CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO., CORISTINE BUILDING, MONTREAL

TRADE



MARK

The Guarantee of Quality

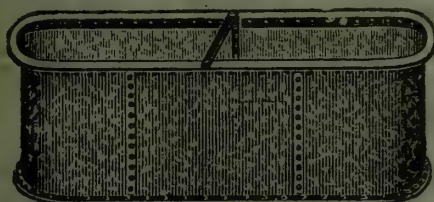
"Baker" Wind Engines



Ball Bearing

There's big money in handling this up-to-date wind-mill. It does perfect work and gives every satisfaction, because it is built on principles that are absolutely correct, and, we believe, the easiest running mill made.

For simplicity of construction, workmanship and durability the mills made by us for more than a quarter of a century are recognized as the best, and as such, stand unchallenged.



ROUND-END TANKS

These galvanized steel stock tanks are made very strong, so as to last under severe usage.

These Quality Goods assure satisfaction and are very profitable.

HELLER-ALLER FORCE PUMP

On the cylinder of a pump depends its strength and wearing quality. "H.-A. Co." Pump Cylinders are made of heavy brass tubing, which has a double advantage. It ensures the very best wear and permits the use of very coarse thread on cylinder caps (eleven threads to the inch). This prevents the cap threads from wearing or rusting off and dropping into the well.

H-A CO. FORCE PUMPS

are equipped with the most efficient, tried and tested valves. They never fail in service.

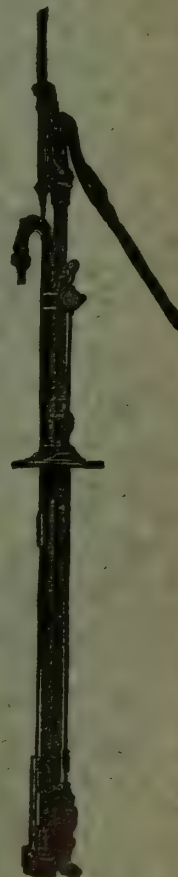
OIL AND GASOLINE TANKS

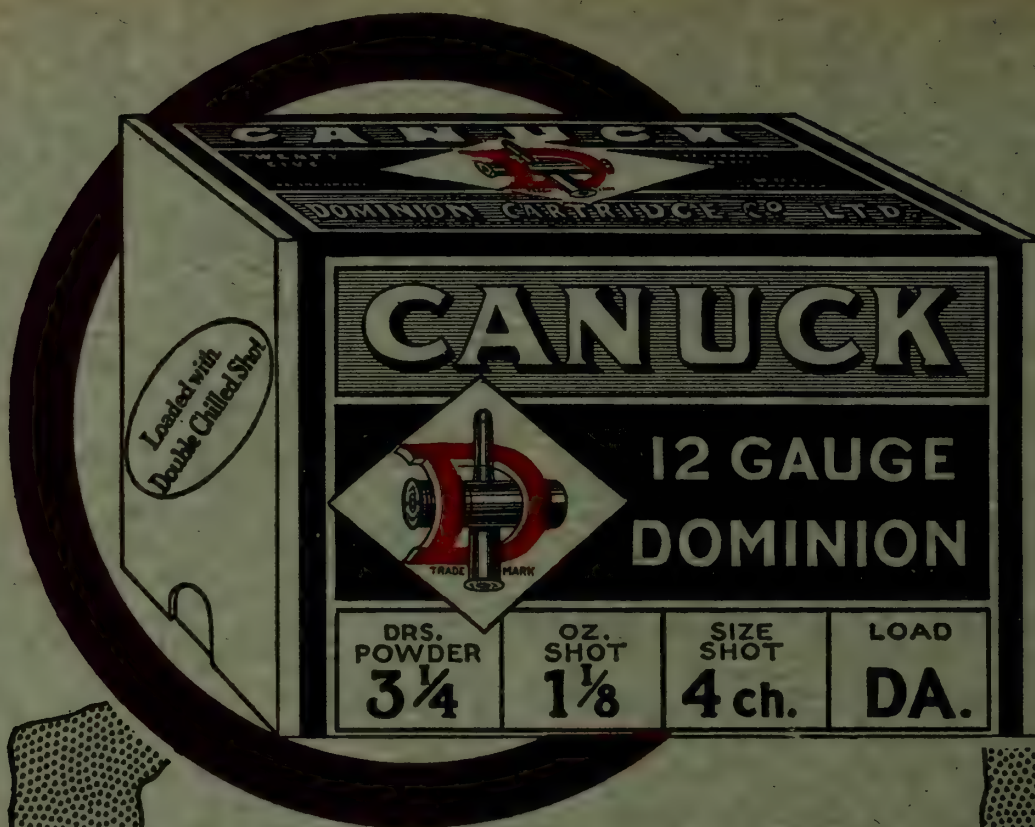
Made of heavy galvanized steel. Very strong and durable, and will stand much hard usage. Screw cap opening on top to fill up by and a faucet in the side near bottom to draw off contents. Prevents loss by vibration.

HALF-ROUND TROUGHS

These tanks have a steel frame or truss at each end. They are built to stand up under the abuse to which such goods are subjected.

The Heller-Aller Co.
WINDSOR, ONTARIO





Creating Sales For You

THIS illustration is one of a series of striking advertisements that will appear, beginning this week, in every important publication from Halifax to Vancouver.

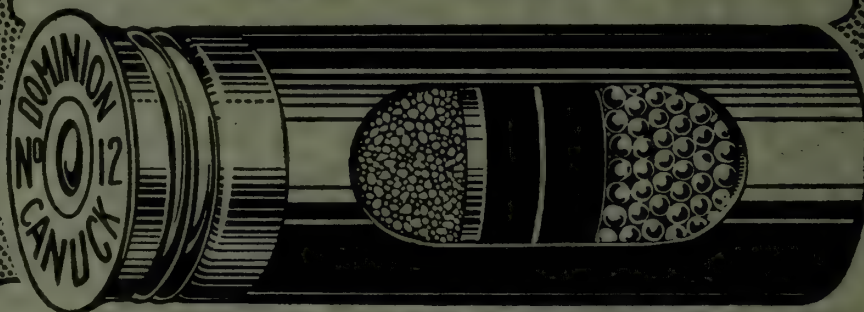
These advertisements cover every kind of metallic and shot shell that we manufacture and are bound to create a greater demand at your counter for Dominion Ammunition.

Get behind this big campaign with a complete stock of Dominion Metallic and Shot Shells and get your share of the increased sales that we are sending to your store.

Boost for Dominion—it's entirely made in Canada and guaranteed perfect—the best at any price.

Dominion Cartridge Co., Limited

120 St. James Street, Montreal



HARDWARE^{AND} METAL

Vol. XXVII.

MARCH 20, 1915

No. 12

Harmony in Store Front Decorating

How an Entire Store Front Was Linked up With Goods Offered for Sale in the Show Windows—Details of the Displays—Pointers Gained From the Displays — How Canadian Window Trimming is Progressing

ON this and the two pages following are shown three illustrations of the store front of the Sommerville Hardware Co., Ltd., Edmonton, Alta., as it appeared during the Christmas season, about three months ago. It is probably one of the best examples of "Harmony in Store Front Decorating," with decorative effects on a wider scale, than perhaps had ever been attempted before by a retail hardware concern.

Two magnificent window displays of Christmas goods, together with the store front decorated for the occasion, made an imposing display which for effectiveness of purpose would be hard to surpass.

The displays were planned and arranged by Harold W. Parr, and one of the window displays won first prize in Hardware and Metal's annual Christmas window contests for places over 5,000 population. Many of Mr. Parr's displays have appeared in Hardware and Metal in the past, but the displays here shown are probably his best efforts so far. Although the reproductions of the store front and window displays are exceptionally good, many of the details do not show up distinctly. Readers will, therefore, be interested in a detailed description telling of the special features in the displays.

The store front exterior shown on this page was decorated to harmonize with the window interior displays. Eight

Christmas trees, each nine feet in height, decorated, and illuminated with 12 (25 watt) lamps of red, green and yellow color, were used, six above the windows and two in the doorway, as shown in the illustration. The colored lamps with the decorations on the Christmas trees made a realistic Christmas scene. The large sign was illuminated by 92 incandescent lamps (each lamp half red and half

in the illustration, but the lettering is not visible. The Christmas bells seen hanging in front of the windows were made from beaver board, four feet high, and bordered with purple festoon. The lettering on the big bells was: "Xmas as Usual." The Christmas trees in the doorway, one on each side, were decorated with colored incandescent lamps and ornaments the same as those above the windows. It is well to bear in mind that each of the eight Christmas trees was nine feet high.

The window to the left of the main entrance is the one awarded first prize in Hardware and Metal's window trimming contests.

In this original window many new effects are found. The window is one that would be sure to compel attention.

The background of this window was made from sheets of beaver board, 7 feet by four feet. The background was finished with an air-brush. This effect is not discernible in the picture, but it made a handsome background for a handsome display of Christmas hardware.

The balls at the top of the background were of gold, also the cone paints where each section joined. The mouldings were also finished in gold. The three panels were made from white felt (centre) and yellow silk (puffed). As will be noted, in the illustration of the window, the two outer panels have in the centre of each roses,



Front view of Sommerville Hardware Store at Christmas season. The accompanying article gives details regarding the novel features of this attractive front.

white). Streamers of Maple Leaf flags and Union Jacks were also used on the sign. The festoon draping from the awning was purple and yellow, while the banner in the entrance was yellow plush, with the following in purple lettering: "Sommerville's—The Quality Hardware House, Edmonton." The banner shows



Handsome display awarded first prize in Hardware and Metal's Annual Window Display Contest. For details of window read accompanying article. The display was arranged by H. W. Parr for Sommerville Hardware Co., Edmonton, Alta.

with green ferns; the centre panel a Christmas design. Attractive electric fixtures hung from the background and ends of the window. The fixtures were amber glass, brass fitted cage fixtures.

In the centre of the window articles of cut glass and silver were shown on purple plush. On either side there were displays of brass goods, casseroles, trays, reading lamps, etc., displayed on white sateen (puffed).

The two large show cards were made of gold mat board, the card on the left a lattice effect, with pink roses inserted. The two cards higher up were made of grey mat board to match the marble effect on the background.

This window, although exceedingly handsome, had a close rival in the window on the right of the main entrance. This window can also be seen in the cut of the store front on page 99; but a better idea of the nature of the display may be obtained by examining the larger cut of the right-hand window only on page 101.

One of the most novel features of this window was the double background effect. The real background was of white felt, with green and yellow festoon draping.

The large panel with "The Season's Greetings to All" was made of beaver board, and surrounding the message was a 7-inch border of puffed cheese cloth, with red and white lights, each lamp half red and half white.

The pillar effect design in front of the background was cut from beaver board, and there were pots at each end, hold-

ing a liberal supply of ferns and wistaria vines and sprays. The vases of the design and the posts were sprayed a light green color, with an air brush. The sloping platform was covered with green plush, on which was displayed cutlery and flatware. The half-circle at the outer edge of the window and at each end of the platform was green plush, while inside was puffed cheese cloth. The show cards in this window were of brown mottled mat board, and were neatly lettered. Some of the articles included in

this window were cases of cutlery, trays, fancy clocks, jewel boxes, reading lamps, silver-plated ware, coffee percolators, casseroles, snow shoes, hockey sticks, spirit stoves and kettles, carvers in case, etc.

Mr. Parr, in arranging the excellent displays, has demonstrated how the entire front of a store can be used in making an effective display. It is quite true that a display of this kind requires a great deal of study and labor, but in the end is it not worth the effort?



Interior view of Sommerville Hardware Co. retail store.



An exceptionally attractive and practical window display by Harold W. Parr for the Sommerville Hardware Co., Edmonton, Alta. Many of the important details of this window do not show in the photograph, but are described in the accompanying article.

Window trimmers can secure some excellent suggestions from these windows, not only for Christmas displays, but for window displays at other seasons of the year. Look for a moment at the handsome backgrounds that have been made from wall board. It is quite true that every window trimmer does not possess an air brush, but every store stocks flat wall paint, and it can be used very effectively in preparing wall board for window backgrounds. Wall board is an

ideal material for making window backgrounds; it is light to handle, easy to cut to desired shapes or design, and is not expensive.

In these windows it is easy to see how ferns, palms, flowers, electric lights, show cards, etc., can be used to add artistic touches to the displays. Another point worthy of note is that, although a wide range of goods is shown, there is no evidence of overcrowding. Each article stands out prominently, and this is

an important feature in displaying gift suggestions.

The backgrounds shown in these windows are very artistic, striking and exceptionally well balanced, and the goods shown throughout were thoroughly in keeping with the decorative effects.

Hardware window trimming in Canada has reached a new stage in its development. Hardware and Metal is in an exceptionally good position to follow closely the progress of window trimming in Canada—firstly, because for many years past an annual window-trimming contest has been conducted; and secondly, because this paper has shown for the benefit of our readers more than double as many photographs of hardware and paint window displays in Canadian hardware stores than any other paper in the world, and from these displays our readers get many points which assist them in their window trimming. This is a broad statement, but nevertheless true. With each succeeding year Hardware and Metal has observed that the windows entered in the annual window trimming contests have been of a higher order than those of previous years. As demonstrated in many of the displays submitted during the past two or three years, window trimming in hardware stores has become a business in itself, a science, even an art. It is doubtful, from a truly artistic standpoint, if the largest departmental stores with their trained window trimmers have shown anything better than some of the displays submitted to Hardware and Metal in recent contests.



Interior view of Sommerville Hardware Co. retail store.



The gas range is an important appliance in the modern kitchen.

Selling Gas Ranges in the Spring

How to Prepare Advertising and Circular Copy That Will Pull Results—Using Words the Public Wants—Old Familiar Words Prove the Best Sales Producers—Idea Cannot be too Original.

THE spring campaigns are on—that is, the spring sales campaign of an army of hardware and stove dealers who are trying to interest housewives in handsome, practical, efficient gas ranges. There was a time when the gas range was looked upon as a one season selling commodity, but of late years has become a more or less all year round seller. However, extra efforts are made during the spring to interest housewives in gas ranges and considerable effort, time and money is used in preparing newspaper ads, circulars, and personal letters for this purpose. Now, in the spring you will see some particularly good ads and circulars and also some particularly bad ones, and in connection with the latter, many retailers wonder why their advertising does not pull. It is indeed rather discouraging to some retailers to write what they consider fine catchy ads, telling what they think of the goods they have to sell and then find that their ads have not pulled—in many cases because they have talked over the prospective cus-

tomers' heads, or have introduced words or phrases that have not interested the people the merchant wishes to reach, in other words they haven't given the public the words they want. A writer in *Printers' Ink* some time ago in writing on "Words the Public Wants," told why the old familiar words are the best sales producers, and dwelt upon the importance in writing advertising (and this applies to gas range advertising), of giving people something they recognize.

The restricted vocabulary of advertising words is justly due to a sound principle. Many readers drift unconsciously into the reading of an advertisement, attracted by something that interests them, and it is injudicious to startle them by any unfamiliar word or unusual turning of a phrase into the realization that they are actually reading an advertisement.

Once, in company with another advertising man, the writer conducted a diligent and practically fruitless search for the Person Who Reads Advertisements. Did you ever look for this person? If

you want your faith jarred, try it. Begin with your wife. Aside from a purely personal interest in your business, she will confess that she rarely reads an advertisement through. Next ask some of your acquaintances, your family doctor, if you indulge in such a luxury. From personal investigations it appears that not one doctor in ten ever reads advertisements. You will find it much the same. Then ask two or three neighbors, a train acquaintance, a cousin, a cook or a customer, only be sure that none you interview is directly connected with the business. You will decide that the man who reads advertisements is a mythical character as Guy of Gisbourne, as difficult to locate in ordinary life as a subway motorman or a musical-comedy barber.

But this is not the case. Nearly all advertisement reading is done subconsciously. Folks simply don't remember having read advertisements. They take no firmly fixed account of having been influenced by one. The art of making words into advertising sentences is, by

the very nature of the job, the art that conceals art. Once get your verbiage admired and your point is lost. Involve your sentence in the slightest and you send your reader tracking back, looking for the antecedent, like an automobilist walking back the road looking for a dropped wrench. The trip is spoiled.

The concentration with which one reads an article is far deeper than the interest expended upon the merits of tobacco or a lubricating oil.

A good advertisement that was right to the point was headed "The Man with 15 Pipes and What He Said." Observe that in nine words no word appears with more than five letters in it. "Pipes," the longest word, contains exactly five letters and is the key-word to the advertisement.

Another advertisement that, in the opinion of many people besides the one who wrote it, was the best in several fortnights, was headed, "Give Me a Quart of Oil." Not a word longer than five letters. The text starts, "The garage man comes out"—still simple words of five or six letters.

You have read them before you know it, and before you know it you are reading an advertisement; inertia is overcome and if some word not too foreign to the thought does not trip you, you read straight through to the conclusion.

When a reader stumbles over a word-arrangement he sometimes takes another footing and proceeds, but more frequently his attention strays and his eyes seek safer paths. Yet how often does one find one of these verbal caltrops in his way. A favorite place to conceal them is in the display line, scientifically placed three-tenths of the distance from the top of the advertisement to the bottom. Suppose you are reading furnace copy for instance. Have you ever encountered a sentence that, if the wording had run straight along, all in the same size type, would have read like this?

"A warm house is a comfort to every member of the family and to guests as well. The man who installs a Reg. U.S. Pat. Off. July 6, 1910, Others Pats. Pending Heating Apparatus Guaranteed in his cellar can depend on health as well as comfort during the long, cold winter. Etc., Etc., Etc."

But precious few readers ever get as far as the probably excellent subject-matter which "etc." stands for. The main idea is split in two by a display line, interrupted by a slogan and disturbed by such other typical display-line concomitants as the information that the spelling and lettering is copyrighted. The reader is thoroughly confused, and confusion is the thing we wish upon our enemies, military and commercial, not upon the people whom we are trying to induce to buy.

A man's statement that his copy bears

the stamp of his personality means, in an alarming number of cases, that it reflects a certain style of writing that this man affects. Style is all right. There can be a great many different kinds of advertising style, but they should be advertising style and not a cultivated style adapted to the uses of advertising.

Even a close adherence to college English is not commendable. Our language is full of words with an etymological meaning quite different from the idea they now convey. Consider the word "anticipate." There are authorities who will tell you that to anticipate an occurrence can correctly mean but one

thing. That is to forestall the event, to act ahead of it. Thus, if you anticipate an election, you take office before the election has actually been held. Now ask your stenographer what anticipate means and she will, in all probability, tell you that it means to look forward to something. She may go farther, she may give an example, she may say that she anticipates receiving a raise in salary the first of July, or that she anticipates having a good time on her vacation, but she will certainly have very definite ideas what it is to anticipate.

The Standard Dictionary gives this last definition of anticipate first. Usage

(Continued on page 108.)

Many Merchants Fail

Because They Figure Their Profits
Incorrectly

THE RIGHT WAY

EXAMPLE:

Expense of doing business is	25%
(Figured on Gross Sales, <i>i.e.</i> , selling price.)	
It is desired to make a profit of	10%
(<i>Must</i> be figured on selling price.)	
Cost of an article is	\$2.00

Find the SELLING Price

SOLUTION:

Selling price=	Expense Profit Cost	<div> <div>Rent Light Heat Wages Advertising Insurance Freight Express</div> <div> Delivery Charges Telephone Int. on Capital Invested Depreciation of Stock Bad Debts Extraordinary Expense </div> </div>	
100%		equals	Selling Price
35%		equals	Expense 25%
			Profit 10%

65% (of selling price) equals Cost

\$2.00 will be 65% of selling price

Divide \$2.00 by .65 equals \$3.08

ANSWER:

Selling Price should be made \$3.08

PROOF:

Expense	25% of \$3.08 equals . . .	\$.77
Profit	10% of 3.08 equals . . .	.31
Cost	65% of 3.08 equals . . .	2.00

Selling Price 100% equals . . . \$3.08

THE WRONG WAY

Figuring it as 25% plus 10%, or	\$2.70
which is less than Cost	\$2.00
plus Expense . . . . .	.77
	\$2.77

THAT'S WHY THEY FAIL

Creating Business in a Dull Year

A Hardware Merchant Tells How he is Planning to Offset Losses Which Will Occur in the Builders' Hardware Department Owing to the Falling off in Building in the City — What the Catalogue Houses are Doing — Working the Factory Trade.

Based on an Interview With a Hardware Merchant in a Central Ontario City.

YOU have asked me what I am going to do to create business during 1915. Many people say 1915 is going to be a dull year. It may be a dull year and it may not, as far as I am concerned, but I am inclined to think that my volume of sales this year will almost equal those of 1913 or 1914, and at any rate if the total volume of sales is not quite as large, I feel confident that my net profit will be. You are no doubt aware that for the past four years, at least up to the end of 1914, there has been a large amount of building going on in this city, and in the surrounding rural communities. The city building trade is now flat and I will have to sell other lines to make up for what I am going to lose in the builders' hardware department. I expect that the country building this year will be normal and that the farmer will do the usual amount of building. The farmers have plenty of money, many of them need new buildings and they can secure material and labor at low figures just now, and probably will during the balance of the year. I have gone into the question of creating business for this year, and have discussed it thoroughly with my clerks. We started right in after stock-taking in January to push lines we had neglected before. When the building trade was good and business was coming fairly easy we neglected some departments in the store. As I told the boys in the store, "We might as well admit it, because we know that while we secured the lion's share of the building trade we allowed a good share of household trade to slip away from us. Step for a moment to the electrical goods department; I know that it has been neglected in the past. The city electric companies, house-to-house peddlers, and several small electrical goods stores which have started up have been corraling most of the trade and our sales of electric goods have not been as large as they should. Am I not in as good a position to sell electric irons, toasters, lamps, fixtures, tungsten lamps, etc., as the other fellows? Certainly I am, and from the 15th of January to the 15th of March we sold more of these lines than we ever did in the corresponding period of any previous year. How did we do

this? Why, because we are all pushing behind the big broom, and giving attention to the departments we neglected before. The same rule applies to the department where we sell tin and granite-ware, woodenware and household utensils of all kinds. Simply because we have shown the goods and advertised them they have been selling right along, and we haven't been giving away pianos or donkeys as premiums either. I have found out that if you have good goods at the right price they will sell without premiums, that is, if you let the people know that you have the goods.

Another department that will show an increase this year is the paint department. Our paint sales for February were greater in volume than during the corresponding month of last year. We account for this by the fact that landlords have been doing more repair work, painting and decorating, than usual. They have been forced to do more work than usual on account of the large number of vacant houses and the independence of tenants. The point I wish to dwell on in connection with the paint department is this: When business was good we did not pay much attention to the assistance offered by the paint manufacturer whose line we carry. We did what we considered a good paint business but this year we hope to do more than last year. We must admit that we wasted a great deal of advertising matter that was sent to us. Some of the finest lithographed show-cards, signs, etc., ever put out by a manufacturer are nailed up in the barn where we keep our delivery outfits. The driver no doubt noticed that we did not use the signs in our windows or in the store, so he thought he might as well decorate the barn. All this class of matter is going to be used this year—used in the store and in the show windows, and if any of it cannot be used there we will make good use of it in another way.

In the past we have been supplied with neat road signs bearing our name, for nailing on fences, etc., but we never used them—they were always wasted. Next week one of the men is going to drive out through the country and place these signs where the products advertised and also our name will be prominently

displayed before the farmers who use the fine roads leading to the city.

The hundreds of circulars, featuring varnish stains, varnishes, polishes, paints, specialties, etc., which have been wasted in the past are going to be used this spring—every one of them. I have arranged to send them out when rendering invoices, accounts, etc. Some of the circulars will be used in parcels, and we expect to create additional business by doing this.

Then there is the factory trade. A friend of mine in the same business in a Western Ontario city was telling me how he worked up the large trade he has with the local factories. He at first selected a list of ten factories and had a clerk call on the purchasing agent or foreman of each factory every Monday. It was the duty of one clerk to start out at 8 o'clock Monday morning and make the rounds. It took three or four weeks to get acquainted. The orders for the first two or three months were small, as we expected they would be, but the new department, "the factory trade department," kept growing each month, and is to-day one of the most important in my friend's store. I am going to do the same. The clerk I have started on this work is one of the best men I have. He makes the ten calls on Monday morning and although he has only made four calls he has shown me by the orders he has picked up that if we keep plugging we are going to get a nice share of factory trade this year. At first, one or two of the factories thought we could not supply their needs, and we can't supply all their needs, but we have demonstrated to them that there are certain lines of goods we can supply promptly and at the right price, and I am glad to say we are getting a nice share of business from them. Our city traveller, as we now call him, has made many friends since he started to call at the factories, and two of the former he has met have gone so far as to send apprentices to our store to purchase tools. Our factory trade this year should help to offset some of the losses sustained through the falling-off in the building trade.

There is one other point I want to
(Continued on page 115.)

The Western Situation

Acreage Under Cultivation—The Effects of Weather Conditions—What it Means to the West—How Debts are Being Paid—Merchants Owe Less Than at Any Time in History of West—Money Now Going Into Legitimate Channels.

Based on an interview by a Hardware and Metal representative with Henry Detchon, General Manager, Canadian Credit Men's Association, Winnipeg.

HAVING been accused of too great optimism in the past, Westerners are now tending to look carefully before speaking—to consider what reverses may come, fully as much as they consider probable booms. This tendency is everywhere noted.

"Will there be a good crop this Fall?" is asked.

"Well," comes the reply, "it is hard to say. Conditions certainly seem favorable, but of course it is hard to tell what may happen before harvest. Still, the acreage under cultivation is undoubtedly larger. I think we should have at least a fair, average crop—and prices should be satisfactory."

In estimating the crop, at least, the West is tending to ultra conservatism. It is a good attitude, probably, but from facts gained here and there, from farmer and business man, it would seem the West—and Canada and the Empire as a whole—can reasonably expect more than "a fair average crop" in the West this year.

In the first place, there is absolutely no doubt that a considerably larger acreage than ever before is ready for seeding at present. Last Fall was exceedingly favorable from a weather standpoint, farmers being able to keep on the land until the middle of November. They saw the advisability of getting all the land possible in shape, in view of the high prices which were certain to obtain for grain, and all through the Prairie Provinces big strides were made.

The district around Brandon is of course among the finest in the West, and has always been carefully cultivated. Yet from this district, too, it seems an increase may be expected. A Winnipeg man who owns two sections in this territory was asked last week what he thought of crop prospects. He said he did not know how the returns would be over the whole West, but that he knew he was going to have a splendid crop himself. He said at this time in 1914 he had 160 acres prepared. Later he scraped the balance of his land and got in the seed which yielded him a fair crop. At the present time he says he has over 1,000 acres prepared so that it is like an onion bed, and he believes he will greatly increase his yield per acre.

The Canadian Credit Men's Associa-

tion in Winnipeg receives reports daily from all parts of the West, and from what Mr. Henry Detchon, general manager of this association says, it is evident these reports indicate a large increase in acreage under good cultivation. Mr. Detchon—a conservative man—states this is at least from 15 to 20 per cent. Mr. Detchon also points out that the Government has come to the aid of farmers in the districts which suffered from drought last year. This aid has enabled the farmers to work their land properly—land on which Mr. Detchon's reports show more rain and snow has fallen since November than fell on the same land in the previous four years put together.

"What does this mean for the West? In the first place it should dispel the disbelief in the future of this country which seems to have worked its way into the minds of some. Along this line listen further to what Mr. Detchon—who, it will be remembered, meets manufacturers, wholesalers and retailers every day—has to say:

"Of course 1912 was the big year in the West. After that, depression began to be felt. It came before the war, perhaps largely due to the trouble in the Balkans interfering with the money supply to some extent. I am not one of those who think the war is responsible for what has taken place out here. The war has merely accentuated conditions which were bound to come.

"But conditions have not been desperate by any means. From reports of bankers and loan companies, we learn that from 92 to 94 per cent. of the interest due in the West was paid in 1914. This would indicate that there was a good deal of money in the country.

"Consider the standing of the merchants. There is no question of a doubt—our files show this—the merchants owe less to-day to the wholesale houses, in proportion to the business being done, than at any time in the history of the West. The same thing is true when the wholesaler's relation to the banks is considered. I know of many wholesale houses who have cleaned up their entire indebtedness to the banks.

"Collections in most instances have exceeded sales. Of course, this is not a very healthy condition under normal circumstances, but it means the country to-day, financially speaking, is in better shape than it has been for a great num-

ber of years—the farmer evidently having paid off much of his old indebtedness to the merchant, and the merchant having settled with the wholesaler.

"The fact that American financiers are lending the West the large amounts they have since the turn of the year, is an evidence that the United States, at least, have unshaken faith in the future of this country," further stated Mr. Detchon.

"Building and allied trades particularly have felt the depression—more than any other of our members. Expenditures along these lines have been for only actual necessities. All our records show that economies in these lines are being practised. But a change is coming. With the increased acreage, the ideal weather conditions which have obtained so far, and the high price which is sure to be paid for wheat—whether the war continues or not—the West, in my opinion, will see the greatest and most profitable crop it has seen in its history. It will probably be a bigger crop this year than we may expect in 1916. Unusual efforts have been made, and are being made, to secure this crop.

"The money secured, instead of going into land speculation, will go into the legitimate channels of business. It is not necessary to point what this means.

"Undoubtedly it is true that a number of firms have gone into liquidation in 1914. As far as the country is concerned, I believe this is now pretty well ended. From now on the bulk of liquidation will be in the larger centres, and will merely affect the small dealers, who will suffer because of the greater economy evidenced by the people generally. Until the crop is practically assured, it seems to me there will be a continuation of the tendency to curtail every possible expense. After August, however, I feel that there will be a very great change, and that even the building trades will find things very much more active.

"Another point which we must all bear in mind is that the banks have the money. They are certainly going to be conservative in lending this out. Nevertheless, they will put a large amount into circulation.

"I believe the West is to see a great advance in the next few years, and this advance will be on a sounder basis than anything we have as yet experienced."



Interior view of the main floor of Kent, Garvin & Co.'s new store at Hamilton, Ont. This view shows the portion of the store to the left of the main entrance. A complete description of the store is given in the accompanying article.

Although not shown in the accompanying views, there are immense show windows in the Kent-Garvin store. The windows, each twenty ft. in width, are sufficiently large to allow for extensive displays of all classes of builders' hardware. The windows also allow people outside to obtain a complete view of the main floor, including the builders' hardware section, general offices, paint department, sample cases, display counters, etc., and the wide stairway leading to the second floor. The front is quite in keeping with the rest of the store and has a very attractive entrance. The window on the left is used largely for displaying mantels, grates, fire sets, andirons, coal vases, spark guards, etc. Several mantels can be shown in the window at one time, thus making a very effective display. The window on the right is devoted chiefly to trimming hardware, including mounted lock sets, door checks, coal chutes, panic bolts and other hardware lines.

Catering to the Builder

*Many Interesting Features Found in the Exclusive Build
Whole of Second Floor Devoted to the Display
Departments on the Main Floor*

WHEN an editorial representative of Hardware and Metal called on Kent, Garvin & Co., at Hamilton, about a year ago, he was told that the firm was contemplating moving into larger quarters, where there would be sufficient room to adequately display their various lines of builders' hardware.

The firm moved into the new premises last fall, but on account of the many alterations which had to be made, the new building was not ready for photographing until last week.

Kent, Garvin & Co. now have one of the finest hardware display premises in Canada. The firm handles builders' hardware only, and specializes on builders' supplies. The accompanying illustrations will give readers an idea of the arrangement of the stock. The store front is about fifty feet in width, with entrance in the middle and plate glass windows on each side.

The show windows are, therefore, extremely large and allow sufficient display space to make exceedingly attractive displays of hardware, mantels, grates, etc.

In arranging the store interior efforts have been made to make it as attractive as possible. Attractiveness is something naturally looked for in a store which caters to the builder. A commendable feature is the metallic ceiling. Attractive electric fixtures are used for lighting purposes. A wide stairway leads to the second floor, where an exceedingly large display of mantels and grates is carried.

One of the accompanying views shows a portion of the mantel department on the second floor. To the left of the main entrance is located the business office. Messrs. Kent & Garvin are shown in the office. The office is very roomy and well lighted, and is fitted with up-to-date equipment.

On the left side near the rear the paint and varnish department is shown. This department occupies considerable space. Roomy shelving extending from the floor to the ceiling allows an abundance of space for displaying the various paint and varnish lines. A large stock of ready-mixed paint and varnish is carried.



Interior view of the main floor of Kent, Garvin & Co.'s new store at Hamilton, Ont. This view shows the portion of the store to the right of the main entrance. A complete description of the store is given in the accompanying article.

---Splendid Displays

*ers' Hardware Store of Kent, Garvin & Co., Hamilton—
of Mantels — Attractive Hardware and Paint
—Description of the Store.*

On the same side of the store are specially-constructed stands for displaying fenders, fire sets, fire guards, fire dog irons, andirons, brass coal hods, tongs, poker, shovels, vases, etc. Four large stands are used for displaying goods of this nature.

Marble slabs, wall board samples, etc., are shown on the pillars near the centre of the store. To the left of the stairway a wood worker is displayed. A look at the view on the left side of the main display room shows that there is no evidence of overcrowding. There is an abundance of space for display purposes, and customers can leisurely inspect the goods without inconvenience of any kind.

The members of the firm believe in the use of show cards. Four cards are shown in the two views on the main floor. One card is as follows: "We Sell Wheelbarrows," a very plain statement, but one that will make an impression on any person visiting the show room. Another large card, "Mantel Department, 2nd Floor," tells the visitor that there is a special show room for mantels.

Still another card: "Locksmith rear of 2nd floor," tells the visitor to the store that a locksmith is available for repairing locks, filing keys, etc. A fourth card is exhibited on an iron coal chute with a window. If the chute was shown without the card there are many people who would not know what the contrivance was used for, and they would probably be too timid to ask. With the card attached they know exactly what the chute is for, and if interested will ask questions.

To the right of the main entrance is shown the builders' hardware display, including front and inside lock sets, latches, locks, pulls, sash locks and fasts, and all the other lines of goods necessary to form a complete range of builders' hardware samples.

Only a partial view is shown of the large case of mounted samples on the right. The case is about twenty feet in length. The upper portion is equipped with glass sliding doors. A large range of store door sets, front door sets, inside sets and special hardware is displayed

The second floor of the Kent-Garvin builders' hardware store, is reached by a wide stairway leading up from the main floor. A sign on the ground floor informs the visitor that the mantel department is located on the second floor. A view of a section of the mantel department is shown on the next page. A large number of mantels are shown, but it must be remembered that the photo, although a fairly large one, included less than half the total number of mantels on display. It is quite evident that this firm must find a ready sale for mantels, a line of goods which is not carried by the majority of hardware firms. In the mantel department as in the other departments, the samples are all attractively displayed in such a manner that customers can inspect the goods at leisure and in a roomy, bright, well ventilated show-room. On this floor there are several rooms fitted up for the purpose of showing how individual mantels look when set up in a room.

in the upper sections. The lower portion of the case is equipped with cupboards for holding samples of various kinds and with specially-constructed drawers for displaying butts, pulls, cupboard catches and turns, etc. The case is made of oak, is attractive in appearance, and is dust-proof. An oak table with chairs is kept in a convenient place for the use of customers who visit the department.

To the rear of the case and at the back are located the counters and the shelving holding 'builders' hardware stock. Such lines as spring butts, hall top butts, parliament butts, tower bolts, china bolts, etc., are displayed in a special display fixture shown in the view of the right-hand side of the main floor. A close inspection of the views shown discloses mounted samples of various kinds, displaying door checks, panic lock sets, etc.

The whole of the second floor is devoted to the display of mantels. The accompanying view, although showing a considerable number, shows less than half the mantels displayed on this floor. A great variety is carried, and the customer who could not choose from the wide range shown here would be very hard to suit. Individual rooms are also found on this floor, with mantels and grates set in position to show how the mantels will appear in the home.

The mantel department is well lighted, with drop lights of attractive design. A visit to the mantel department is necessary to show the wide range carried in stock. On this floor there is also a display of andirons, spark guards, fire sets, tongs, shovels, pokers, etc. The

display rooms are attractive throughout, and are, indeed, a credit to the firm.

Despite the fact that building operations have been greatly curtailed in some communities, Kent, Garvin & Co. are looking forward to a good season's business and expect a big improvement in conditions with the opening of spring.



SELLING GAS RANGES.

(Continued from page 103.)

has brought this about. So far at least as advertising is concerned, popular usage can make a word correct in any sense.

It is a question whether or not the word "delicious" can ever be overworked in food advertising. It has certainly been set into type and printed often enough to wear down those letters until they print much less distinctly than their fellows in the font. But almost any words that you offer in its place come tardy off. "Palate-pleasing" won't do it. It's been tried. When you stop and reflect that the one appeal in food advertising that stands above all the others is flavor—the idea that this stuff really tastes good, that the way to sell food is to make somebody's mouth drip with desire to taste it, what are you going to do without "delicious"? It's the one word. Any attempt to supplant it fails, just as any attempt to describe a flavor falls down. You can discuss a flavor, qualify it with honeyed adjectives, compare it and extoll it, but when you come down to small space you

resort to delicious or delightful or something not quite so good.

Try writing an engine advertisement without talking of power and efficiency. It can be done, but somehow the copy will not sound just right.

Or take tire copy. It would nothing less than an affront to automobile users to try to get them to read a tire advertisement that did not talk about mileage, fabric and tread.

No rule on the use of words in advertising can be adopted as absolute. Good advertisements and good letters have been written that broke entirely away from tradition, but the advertiser who wants to play safe is justifiably right in wanting to stick to good old advertising English.

It would seem that words in advertising are like jokes in musical comedy. For a new joke to get on the stage it must have been printed and reprinted often enough to assure the producer that it is a dependable laugh-getter that will win applause by force of habit.

This will apply pretty generally to copy. Let your words be the old reliable words that your public is accustomed to see in that connection. Your idea cannot be too strong or too original. It may even be expressed in a totally new and different way, but if you want it to take hold, you can't go wrong in using safe and sane words as a vehicle for your expression.



The man who sits in a corner waiting for business to pick up usually has the satisfaction of seeing it picked up by his competitor.



Interior view showing a section of the mantel department on the second floor of the Kent, Garvin store. This view shows only one section of the department. A complete description of the department is given in the accompanying article.

Hardware Used on a Skyscraper

Tons of Material Used on Royal Bank Building, Toronto—Over 50 Tons of Glass Used—Builders' Hardware Ran Into a Huge Sum—Building is 260 Feet High—Some of the Materials Used.

NO doubt a large number of Canadian hardwaremen have seen the new Royal Bank Building on the corner of King and Yonge Sts., Toronto, but have they ever stopped to think of the enormous quantity of hardware used in a building of this kind.

The Royal Bank building, a cut of which appears on this page, is 260 feet high (twenty storeys) and is said to be the tallest building in the British Empire. The building occupies over 2,000,000 cubic feet and contains 125,000 sq. ft. rentable floor space. No attempt will be made at this time to give a complete list of the materials used in this building. Only a few details will be mentioned to give the readers of *Hardware and Metal* some idea of the huge amount of hardware used.

Glass Weighed 50 Tons.

To begin with the glass alone weighed approximately 50 tons.

By courtesy of The Toronto Plate Glass Importing Co., Toronto, Ont., who supplied glass for the building, the following data are available.

Exterior glass: Polished plate, 170 lights; polished wire, 1,775 lights; 32-oz. sheet, 636 lights. Interior glass: Syenite glass, 450 lights; Syenite wire, 2,010 lights; polished plate, 150 lights; British mirror plates, 20 lights, making a total of 5,211 lights of glass. In addition to the above there has been supplied a number of thousand square feet of ornamental glass for partitions, which was extra to the original contract.

When it is taken into consideration that the glass alone weighs over 50 tons, some idea may be gleaned of the tremendous weight of the metal window sash, stairs, etc., which have entered into the construction of the building.

In addition to this tons and tons of pipe and pipe connections, etc., were used in connection with the plumbing.

Thousands of dollars' worth of tools were in constant use during the construction of the building. The steel framework of the building ran into thousands of tons of steel.

Cement, tiling and many other materials which come under the heading of hardware were used in huge quantities.

The builders' hardware trim, such as locks, hinges, door checks, cost approximately ten thousand dollars, an amount of money sufficiently

large to stock a good-sized retail hardware store. Among the high-priced trim was 260 pairs of butts; 150 high-grade lock sets; 90 door checks; 80 pairs spring hinges; 700 window fasteners; 1,300 lifts; 700 sockets. This list only includes goods of a highly expensive character and is exclusive of many extras and lock sets, hinges, etc., used in partitions, etc., dividing the offices.

25 Tons Galvanized Iron.

Approximately 25 tons of galvanized iron was used for making ventilators in connection with the plumbing in the building. 32,000 feet of direct radiation was used in the building and the weight of the iron in the radiators is approximately 120 tons.

Two 125 horsepower horizontal tubular boilers (steam) were installed in connection with the heating system and approximately 5 miles of piping was used for heating purposes only. Large quantities of steel were used in connection with elevators, stairways, grill work, etc.

Huge quantities of wire were used in installing the lighting system and many thousands of dollars worth of electric light fixtures will be installed for lighting the many offices in the building.

Many thousands of dollars worth of plumbing goods were used in wash-rooms, lavatories, etc. Not only must the unusually large amount of hardware actually used on the building be taken into consideration but it must be remembered that in the production of practically everything used in this huge structure hardware and tools figured prominently. In the factories where the goods were produced, large quantities of hardware would be used in turning out the quantities of building material used in the structure.

Although only a few of the items of hardware used in the building are here referred to, they are sufficient to show what an important part hardware and metals play in the construction of a modern building. Large quantities of hardware are used in almost every undertaking in the development of a young country like Canada, and the hardwareman is playing an important part in the building up of our country.



Royal Bank Building, Toronto.

HARDWARE & METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXVII.

TORONTO, MARCH 20, 1915

No. 12

CLEAN-UP and PAINT-UP.

* * *

THE MANUFACTURER should take into account the retailer's cost of doing business and help him to higher selling efficiency.

* * *

FARMERS ARE getting a good crop of advice this year. If talk would produce crops, Canada would grow enough in 1915 to feed the world.

* * *

INFORMATION gathered from reliable sources shows that the value last year of the principal farm products of the Prairie Provinces of the Dominion totalled \$260,120,000.

* * *

THE MORE knowledge there is in existence concerning the basis of granting credit and the handling of credit, the better for the business community, and the place to first commence an inculcation of credit knowledge is in our educational institutions.

* * *

IT IS EVIDENT that the Kaiser has no sense of humor or he would not have conferred the iron cross upon the Sultan of Turkey. If he had read history aright he would know that for a thousand years the Turk has been fighting the cross and that there is an unending conflict between the crescent and the cross.

* * *

THE VAST buying power of the wholesaler is made possible by, and makes possible, a complete service under one roof. It centres the activities and energy, the time and convenience of both manufacturers and retailers. This is not only desirable but necessary. Dispatch is important. To-day as never before conservation of time and energy is essential. The wholesaler is a conservator.

* * *

WITH GREATER attention being devoted to agriculture, more care to loaning money and to selling on credit, Western Canada will prove the greatest lever we have to hoist our country on to the highroad of prosperity. The West's tremendous recuperative power will justify confidence, and with saner credits and merchandising the whole Dominion will secure a more solid commercial foundation.

Inside Prices

THE WEEKLY market reports of Hardware and Metal have recorded many price changes in hardware lines during the past few weeks. Most of these changes have been made since the tariff changes were

announced, some time ago. Immediately after the tariff changes were announced Hardware and Metal predicted advances on many doubtful lines and in every case these predictions have been fulfilled. Whether some of the advances were justified or not is a matter which is open for discussion, but on some lines advances were really necessary. Some lines of goods were being sold on a very narrow margin before the imposition of the new tariff rates and with increased costs for raw materials staring them in the face, many manufacturers were compelled to advance their prices. It is a well-known fact that there was heavy buying abroad for a month previous to the delivery of the budget speech. Rumors were going the rounds in some circles that a general advance would take place, and Hardware and Metal stated four weeks before the tariff changes were announced that there was a possibility of a general advance of from 5 to 10 per cent.

Prices have been advanced on nearly all hardware lines, but it is not likely that all of the prices agreed upon will be lived up to. As in the past there will probably be extra 5, 7½, 10 or 12½ per cent. concessions or secret rebates allowed, in fact it will be surprising if some firms do not take advantage of the savings they effected by early buying before the tariff changes took place, and use or abuse them by offering greater concessions than they would otherwise have done. The buyer of hardware to-day wants to be on his guard for there are some mighty interesting inside prices being quoted in some lines of hardware supplies.

Getting Together

THE PROSPERITY of the average Canadian town is in most cases in direct proportion to the prosperity of the farmers surrounding it, and the local merchant cannot do himself a greater service than by promoting general community welfare. "Community welfare" has been discussed at considerable length several times in this paper and actual instances have been quoted to show where the country town has lost business to the mail order houses largely on account of the apathy of the local merchants. There are, of course, some real live towns where the value of the farmers' trade is realized and where steps have been taken to ward off the monopolistic tendencies of mail-order buying. The movement has barely started. It needs impetus. There should not be a boundary line between the country town and the country. All should be one big family

working for the benefit of the home community. Retailers must not expect, though, that farmers are going to stick to the local merchant, unless he delivers the goods. He must be on the job at all times, keep in touch with changing conditions and look after his customers in the proper manner. The mail-order habit is growing in Canada and the country towns are the losers. Canadian small town merchants are gradually being brought face to face with problems that have confronted small town merchants in the United States for many years past. One of the big mail-order houses in the U. S.—and there are many of them—did \$100,000,000 worth of business during 1914. In two weeks during January the concern received one million mail orders, representing gross receipts of nearly \$6,500,000. The mail-order business in Canada is still in its infancy, but it is a pretty big infant, and is growing rapidly and will continue to grow as long as it does not meet with concerted opposition from the small retailers.

Our Spring Number

IN THIS issue we present to our readers our annual spring number. We have striven to make this issue a valuable one for the retail hardware merchant, not only in the reading columns, but in the advertising section. Hardware and Metal's spring number has been an annual event in the Canadian hardware trade for the past twenty-seven years. These numbers are issued for the benefit of Canadian retail hardwaremen and we believe that in this issue we have excelled all previous efforts. By reading the editorial pages hardwaremen will get many ideas for the management of the store, ideas for window and interior display methods, advertising problems and many other phases of hardware store management. We have endeavored to present only such matter as will be actually useful to hardware merchants and their salesmen. We have shown how progressive merchants have expanded their businesses, how they secure trade, how they create business in dull times, how they figure profits and have dealt with many other phases of the hardware business.

In the advertising section the progressive hardwareman will find much to interest him. By studying the advertising pages he comes in contact with new products, he learns more about some lines he already has in stock, he has in the advertising pages of this number an array of hardware lines much greater than he could possibly see in a sample room. The merchant can study this number at leisure and keep it on hand for future reference. It will prove a valuable reference many times during the next year. Many of the most successful hardware buyers—in fact, most of them—study the advertising pages of Hardware and Metal. There is money for the hardwareman both in the reading columns and in the advertising section.

The Front Cover

READERS OF Hardware and Metal will remember the many excellent front covers which have appeared on annual spring and fall numbers of this paper. With the present number we have added another worthy addition to the series. The task of painting the front cover was allotted to C. W. Jeffreys, one of Canada's most prominent artists, who has painted covers for Hardware and Metal for the past four years, and during that time has prepared many

which might be termed masterpieces. In painting the cover, "Patriotism and Production—Breaking the Prairie," for this issue, Mr. Jeffreys has chosen a particularly appropriate subject at this time.

This remarkably realistic cover symbolizes in a direct way what is actually taking place in the Canadian West. One of the special articles in this issue gives first hand information regarding the Western Canada outlook for the next year.

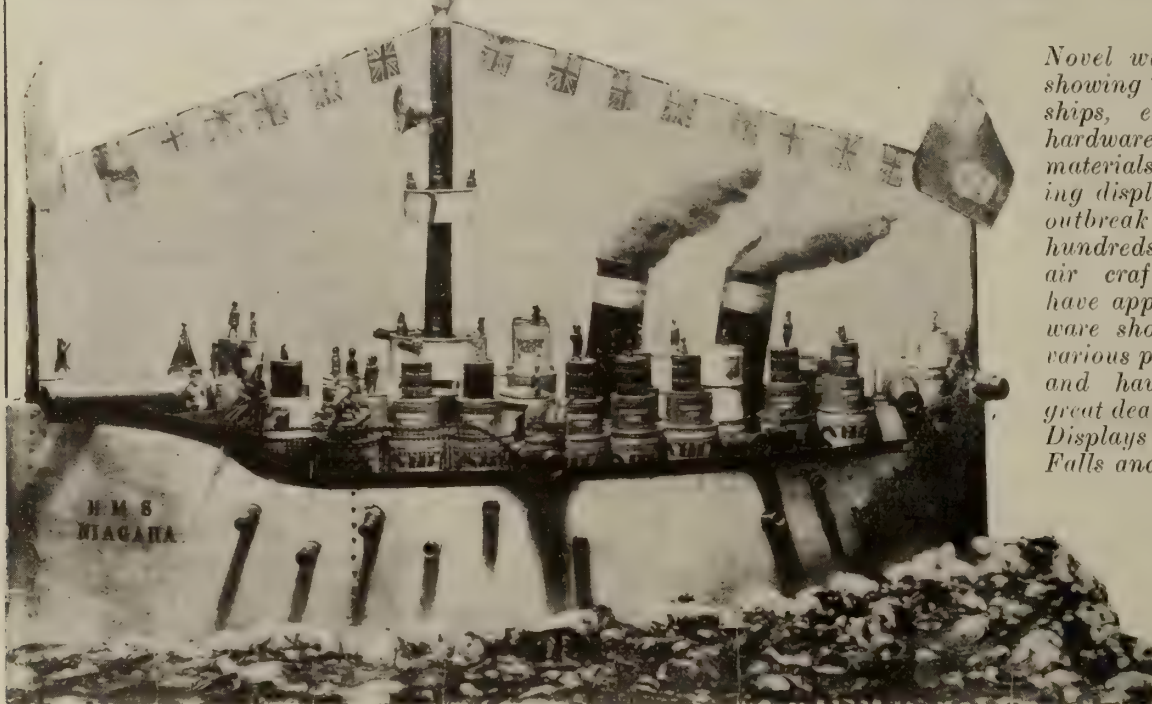
Old at Forty?

A PHYSICAL director who has examined over 2,000 business men during the past year claims that he finds the type physically deteriorating, and the average man growing old before his time. He says, that at the age of forty, the business man of to-day shows many of the symptoms of old age and very often seems on the verge of a physical breakdown. Statements of this kind are quite frequently heard, and in the cases of many individuals the facts are as stated. There is, however, another side to the story and the encouraging part of it is that few men need to be old at forty unless they so choose. To a great extent it is an optional matter. If the business man continuously keeps his nose to the grindstone of business, eats too much, gets no physical exercise and does not enjoy sports or amusements—if he takes his business cares home and to bed with him every night, he is very likely to be what the physical director says he is. Very few men should be old at forty—the suggestion that a man is old at forty should be absurd. That it is not absurd is a reflection upon many people who through their own faults are actually bringing on old age at forty.

The Metal Markets

METAL MARKETS during the past few weeks have been very unsettled and price changes have been very frequent. Lack of steamship accommodation and the disorganization of trade routes have been factors in unsettling the markets. Local markets have not to any appreciable degree reflected the recent strength of the primary markets, but high prices are in effect for certain metals. Tin, due to a shortage in America where stocks are light, has reached a high level and quotations at Toronto and Montreal range around 57 cents. During the first two weeks in March the total arrivals of tin at New York totalled 75 tons, and even at the reduced rate at which the consuming interests of the country are running, the consumption is about 1,300 tons in two weeks. New York quotations have been ranging around 51 cents. There has been an improvement lately in the demand for copper. The future of spelter is very uncertain and market is unsettled and demoralized. While the market is lower than the record high prices in effect a week ago it is claimed that some of the low prices are as fictitious as the extremely high prices quoted some time ago. Lead is strong and there are evidences that it will go much higher in the near future. Antimony and aluminum remain steady and unchanged. Generally, stocks of metals in the hands of Canadian manufacturers are light and when they enter the market for supplies it is altogether likely they will have to pay fairly high prices. Many manufacturers although expecting a general advance in the tariff on manufactured goods, did not expect an advance on the free list which included metals used by many manufacturers.

Linking the War With Window Displays



Novel window displays showing battleships, air-ships, etc., made of hardware—Some of the materials used in making displays—Since the outbreak of the war hundreds of battleships, air craft, guns, etc., have appeared in hardware show windows in various parts of Canada, and have attracted a great deal of attention—Displays from Niagara Falls and Halifax, N.S.

SINCE the outbreak of the war Hardware and Metal has featured a large number of hardware battleships which have appeared in various parts of Canada. One of the latest to arrive at our office is shown above. It was arranged by H. C. Lavery for J. T. Henderson, hardware merchant, Niagara Falls, Ont. The boat was seven feet long and 30 inches wide. The body or hull was made of Paterson's Majestic roofing, which is grey in color. The railing was made by using coarse sand screen with rope sewed on top of it. Hose nozzles and pipe nipples represented cannon. The boat was filled with paint and between the top cans of paint rested large hose nozzles such as are used for fire purposes. The smokestacks were of 4 in. stovepipe and the smoke was represented by steel wool which projected from the tops. The flagpoles, front and back, were brass sash curtain-rods to which were attached flags. The water and foam were made from cotton batten ruffled up and sprinkled with dust-bane. Toy soldiers may be seen stationed on the vessel. The background of the window was composed of carpenters' tools. The firm state that this display attracted more attention than any display they ever had.

Displays in Eastern Canada

A few weeks ago a St. John, N.B., representative of Hardware and Metal stated that two displays in the show-windows of W. H. Thorne & Co., Ltd., St. John, N.B., were attracting considerable at-

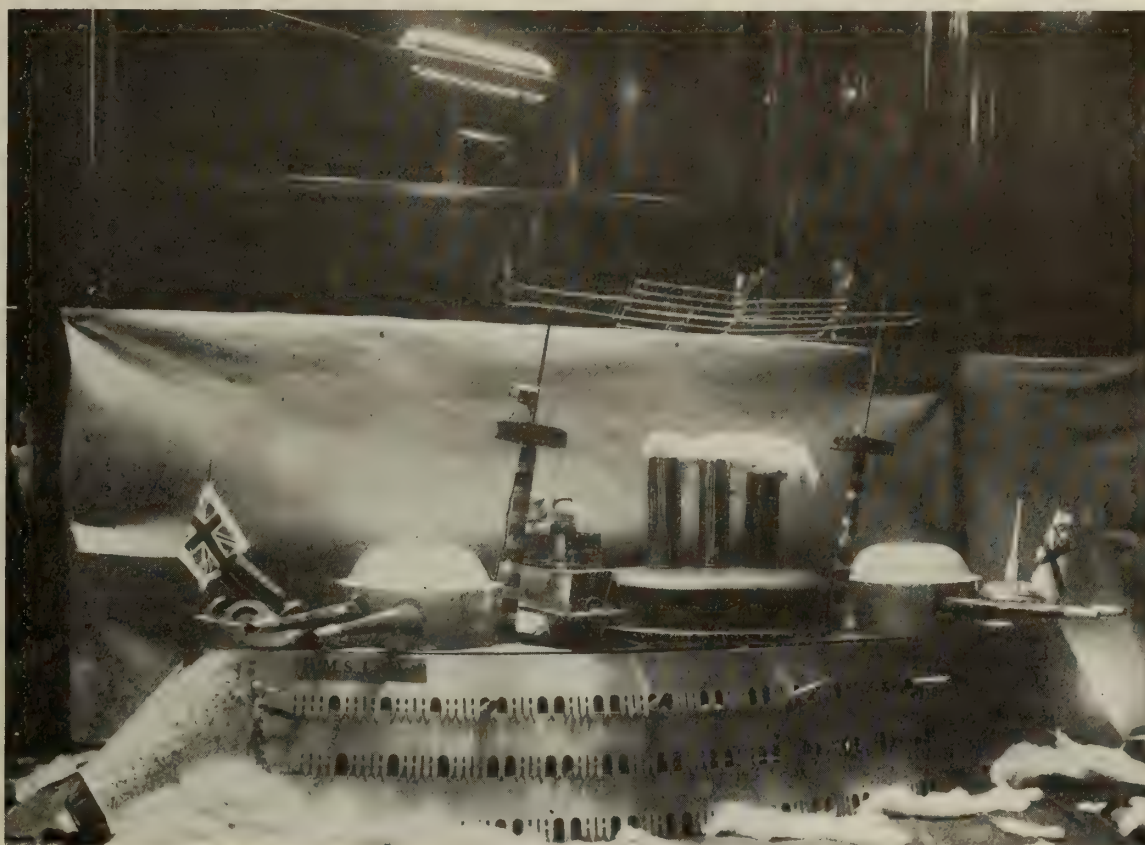
tention. Even the newspapers commented on the novelty of the displays. They are both shown on the opposite page and are the work of Rowland L. Gundy. The battleship shown on the upper portion of the page was made up as follows: The hull, cross-cut saws, with a coal-scuttle upside down, at either end, to represent the bow and the stern. A round-nosed scuttle with a jelly-mould made a good ramming bow. The steel-plated deck was made of scraper blades; the main cabin, a cover for a roast-pan and the three funnels were the tin cases of three egg-beaters; smoke was represented by white cotton waste. The masts were made of spools of wire with mouse-traps for look-out nests. The searchlight, a handsman's light which was worked at night by two dry batteries. The wireless consisted of a wire broiler. The twelve-inch guns, four in number, were fish-horns. The walls for the turret were of zinc and the roof of the turret consisted of two washbasins. In the extreme bow a siege-gun was located and the articles entering into the construction of this warlike weapon were a block plane, two doughnut cutters for wheels and a phonograph record for a barrel. In the stern a jelly mould mounted on an automatic screwdriver represented a gun suitable for resisting air-craft. The six-inch guns on the side are apple corers, and the anchors are four hooked ceiling-hooks with chains attached. The bridge consisted of two inverted cake pans, and a small brass bird-cage seed-guard made a suitable

railing for the bridge. The flag-masts were rat-tail files fitted into sockets which were taken off two brass barrel bolts. The air-ship seen above the ship is a bread-mould with a soapdish hanging under it. The men on the bridge were two ornamented pieces from the silverware department. The bottom of the window was covered with green tissue paper ruffled, representing water, with cotton wool for white-caps and swell from the battleship. The name of the ship was H. M. S. Lafalot (laugh-a-lot), which seemed quite appropriate, as it cracked many a well-armoured face into a smile.

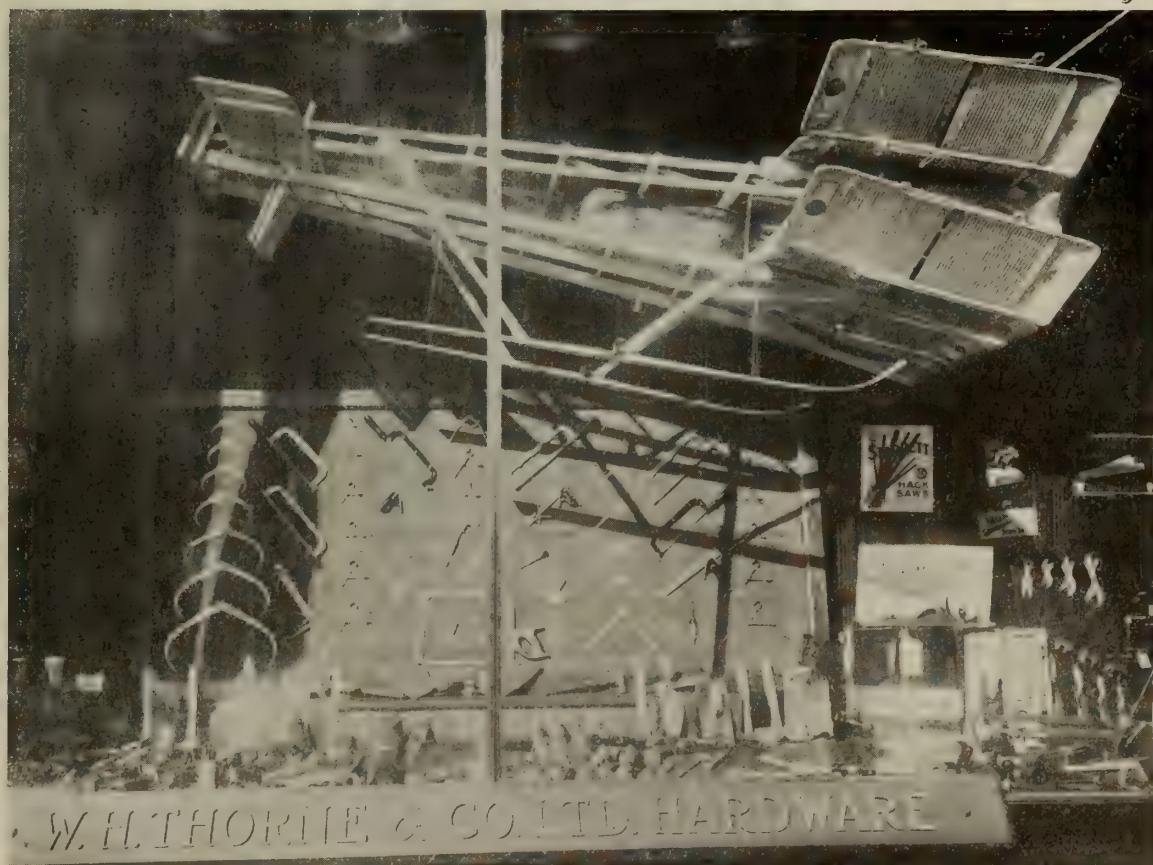
The Biplane.

The display in the lower cut shows a biplane. The biplane is suspended on wires and consists of galvanized washboards for each plane and galvanized washtubs for the rear planes. The body was an eight-foot step-ladder, the skids a pair of skis supported on axe handles. A wash-tub was the pilot's cabin. The propeller was a pair of paddles lashed together and the six-cylinder engine was made of six aluminum sugar shakers; for a hub on the propeller a jelly-mould was used. The propeller and engine do not stand out distinctly in the photograph. In the biplane window there was also an attractive display of machinists' tools.

Any window trimmers who have not yet run a battleship or biplane window can certainly get some ideas from the displays illustrated and described.



A novel battleship window display by Rowland L. Gundy for W. H. Thorne & Co., Ltd., St. John, N.B. Complete details are given in the accompanying article.



A biplane window by Rowland L. Gundy for W. H. Thorne & Co., Ltd., St. John, N.B. Complete details of this novel feature is given in the accompanying article.

Hamilton Store Remodeled

The Hardware Department of Stanley Mills & Co., Hamilton—Many New Features Have been Introduced—A Distinctive Store Front—Strictly Cash Business—Catering to Farmer and Householder.

HARDWARE AND METAL has in the past had the pleasure of showing views of and describing a number of the splendid hardware stores at Hamilton, Ont. Another fine store has been added to the list—that of the re-modeled hardware section of Stanley Mills & Co. department store. Although the sampling of the fixtures in the store has not been completed, permission was secured from Mr. Stanley Mills for a photograph to be taken especially for the readers of Hardware and Metal.

The remodeling of the Stanley Mills hardware department was commenced some months ago. Practically all the old fixtures have been replaced by new ones and the store now presents an excellent appearance as shown by one of the accompanying illustrations showing an interior view. Although only one side of the store is shown here, the opposite side is equally attractive and is equipped with the same style of fixtures.

Another feature worthy of note is the new store front in the hardware section. Stanley Mills & Co.'s store faces on two streets with a large frontage on King street and the front here illustrated on James street. By examining the cut here shown it will be seen that the ground floor windows are of an odd shape, altogether different to the windows generally seen on a business street. By this arrangement the store front on the ground floor has the appearance of four windows in one and allows the window trimmer a large amount of space for display purposes. The photographer had difficulty in taking the photograph and the details of the window do not show up distinctly. Arrangements are being made to have a drawing made of the plan of the window and it will be presented to the readers of Hardware and Metal at a future date. In addition to the ground floor display windows, the three floors above are each equipped with large show windows. As shown in the accompanying cut a display of clothes-wringers, washing machines, step-ladders, etc., appears on the second floor. On the third floor is shown a good sized display of express wagons, rocking-horses, velocipedes, etc. Still higher up on the fourth floor, a display of brass beds is shown. Thus, it will be seen that five large display windows face on James street. The whole front of the building can be lighted at night by the row of

incandescent lamps surrounding the outline of the building.

The whole front of the building has such a distinctive appearance that it stands out conspicuously among the other stores on the street, and immediately attracts the attention of passers-by, especially those on the opposite side of the street.

Immediately to the left on entering the store the cutlery department confronts the customer. By the aid of silent salesmen, wall cases, etc., a large range is shown of such lines as pocket and table cutlery, carvers in cases, silver-plated ware, alarm clocks, etc. At the time the picture was taken the first silent salesman was devoted to the display of silver-plated ware, the second

case entirely to scissors and shears nicely mounted in show case display stands, and the third case to table cutlery, butchers' knives, cooks' knives, etc. In the shelving, behind glass sliding-doors a number of cutlery lines are also displayed. There are also neatly arranged displays on green baize, glass covered, of tea, dessert and table spoons, scissors, shaving goods, including shaving brushes, razor hones, safety razors, blades, strops, soap, etc.; guns and ammunition.

The mezzanine floor along both sides of the store, and reached by ladders at either end, give access to a large section of wall casing, a considerable portion of which is encased in glass. The sampling of this section has not yet been completed but the work of sampling is now under way.

Immediately in the rear of the cutlery department the paint department is located. It is about 30 feet long and the shelving extends from the floor to the ceiling, thus allowing a great deal of display space.

To the right on entering the store the tool department is located. The wall-cases and shelving on this side are much similar to those shown in the photograph with the addition of several sections of shelf-boxes on which are sampled various lines of hardware.

About half way back, on the right side, there is a large freight elevator which faces out to a lane. To the rear of the elevator such lines as nails, bolts and heavy goods are kept. The store is about 22 feet wide and 110 feet long. Immediately at the rear, and elevated so that a view can be had of all departments in the store, the offices of Mr. Stanley Mills and F. H. Jeffery, manager of the hardware department, are located. The space below the offices is used for displaying harvest tools. One of the commendable features of this store is the unusual height of the ceiling.

From the metallic ceiling, electric drop-lights of attractive design are suspended. The store is equipped with automatic sprinkler system for fire protection purposes.

A stairway at the rear of the main floor leads down to the grocery department of the store in the basement. A great many ladies use the James street entrance to the store when visiting the grocery department. This means that when they enter the hardware store on



View of the store front of the hardware department of Stanley Mills & Co., Hamilton, Ont.



View of the left side of the re-modeled hardware department of Stanley Mills & Co., Hamilton, Ont.

the way to the grocery department they pass a distance of 100 feet through the hardware department. In order to pick up a good portion of this transient trade, a large number of display counters are used, showing various lines of household hardware. On the right hand side of the store there are several counters with specially constructed tops divided into compartments. In each compartment are shown household hardware items with prices in plain figures. One or two of the counters can be partly seen in the interior view here shown.

Special display stands are also used down the centre of the floor and the displays are changed regularly. This space is also used to feature clothes-wringers, etc.

Churns, washing machines, ladders, stoves, screen doors, screens, etc., are shown in the basement.

The hardware department of Stanley Mills & Co. caters chiefly to the farmer and householder and does a strictly cash business. All goods are marked in plain figures, and in buying goods the firm tries to get package goods as much as possible. Very few lines of heavy hardware are carried.

Immediately at the rear of the hardware department the delivery department is located. All parcels for delivery from all departments of the big store are sent to the delivery department and there turned over to the drivers. A tube cash system is used and all sales are recorded at a central office.

Very complete systems have been provided for facilitating the rapid handling of customers and orders.



EXHIBITION AT LONDON.

An exhibition of British manufactures is to be held at the Agricultural Hall, London, England, from May 10th to May 24th next, with the approval of the Imperial Board of Trade. The exhibition will comprise the following trades: toys, fancy goods, earthenware goods, glassware, cutlery, electro-plate, clocks, common jewelry, paper and stationery. The object of the exhibition will be to secure contracts on behalf of British manufacturers, from firms who have previously purchased such articles on the continent. Any buyers leaving Canada for the United Kingdom in time to see the exhibition should communicate with the director, Board of Trade, British Industries Fair, 32 Cheapside, London, E.C., immediately on arrival. Advice of their names, together with the firms they represent, should be sent to Mr. C. Hamilton Wickes, British Trade Commissioner to Canada, 3 Beaver Hall Square, Montreal.



CREATING BUSINESS IN DULL YEAR.

(Continued from page 104.)

bring up and it is this: The farmers in this district are going to be worked hard this year. I know that several tons

of mail order catalogues have been distributed to the farmers in this and adjoining counties. The catalogue houses know that the farmers have the money and they are working overtime trying to get the farmers' trade. They are offering tarred paper at 43 cents per roll, roofing at \$1.50 per square and 240-lb. scales at \$5.50. These are the leaders they throw out. I know the prices are close, but I am going to throw out some leaders, too. I realize that the catalogue houses are keen competitors, but I am not afraid of them. I am going to do a bigger farmers' trade this year than last, and I am going to use my clerks right, pay them well, consult and talk with them and gain their loyal support, so that this year we will create business in many places which were formerly neglected. This may be a dull year for some, but if effort counts it won't be a dull year with us.



ENLARGING PLANT.

Stevens-Hepner Co., Ltd., Pt. Elgin, Ont., are making extensive alterations and additions to their brush and broom factory. The original factory is being rebuilt, and when the work is completed will be more than double the capacity of the original factory. Another new building is also being erected. The firm erected a broom factory in 1913. Brick for the new work is now on the ground.

Modern Store Fronts

Unusual But Decidedly Attractive Layout of the New Store Front of Carter Bros., Picton, Ont.—Substantial and Practical Front on the Hardware Store of H. Lendon, Leamington—Special Features in Connection With the Windows.

THE common reply of the average small town merchant who has poor display windows when asked why he does not instal a new display window is: "I don't see how my business would benefit. My sales are practically all made to farmers and they don't care anything for style or appearance. My trade is established, and I don't believe the swellest front ever built would draw any more trade."

The man who talks like that does not realize the modern development in his customers, and especially farmer customers. To say that farmers do not care for style or appearance is incorrect. It is only necessary to look along the main street of a good-sized market town and count the number of farmers' automobiles, in order to refute that statement. These very automobiles, a mark of style in themselves, will carry the farmers and their wives and daughters to the next town, where they can see a display of the latest innovations in hardware lines.

If there is no town within easy reach where the best class of goods are displayed one cannot blame the farmer or townspeople for turning to the mail-order catalogue.

During the past few years there has

been a remarkable transformation in the appearance of store fronts along many of the business streets in our small towns.

With each succeeding year there is further evidence that merchants are realizing more than ever before the value of the modern store front and especially the principle that a store front should provide the maximum amount of display surface for goods inside the window, consistent with providing a natural and easy view for the passer-by. The "maximum of display"—because the windows of the store are the mute sales-clerks that draw the public into the store—where human sales clerks can take them in hand. The public pay for the new store front in increased purchases. It should be viewed as an investment: the element that pulls people into the store.

But it must, also, connect up with other forms of the store's publicity. A store advertises—through various agencies—and convinces readers enough, so that they go to the store. Often a glance at dark, uninviting, out-of-date windows, poorly trimmed, sends them back without entering. Particularly is this the case when appearance in goods is one of the essentials, such as cutlery,

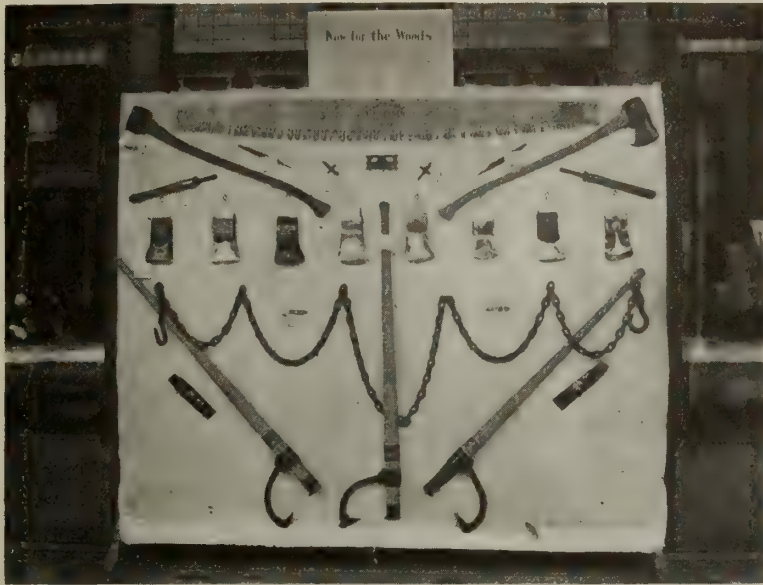
builders' hardware, tools, etc. But a bright, inviting front—what a co-operating agency with advertising!

Carter Bros.'s Front.

Carter Bros., hardware merchants, Picton, Ont., were somewhat handicapped for a long time by not having the right kind of show windows for displaying hardware, and when the opportune time arrived for installing a modern store front, they decided that they would try and put in the most modern and practical, as well as attractive front, they could possibly secure. The accompanying illustration will give the readers of *Hardware and Metal* an idea of the lay-out of the new front, although it must be admitted that the photographer had difficulty in taking a photograph, and this one does not do justice to the new front. W. J. Carter, in speaking to *Hardware and Metal* about the new front, said in part: "The advantage we claim for this front over any the writer has ever seen, is its immense window space for the display of goods, while the large clock is constantly attracting the attention of passers-by. The great broad entrance also welcomes people to examine the goods on display both inside and outside the windows. Look at the



View of the store front of Carter Bros. hardware store, Picton, Ont. Details regarding this novel store front are given in the accompanying article.



View of portable display stand used in Carter Bros. window for display purposes. Note stand in window on opposite page.

mounted panels on each side of the clock, what an opportunity they give people to examine the goods displayed; in fact, they outclass the windows in selling power, and virtually give us seven windows for display, for these portable panels are dressed on both sides, and are seen on the rear side through the plate glass windows inside, and at night the panels are moved inside, and face the plate glass windows they stand in front of during the day-

time. We are very proud of the small window on the right side, as our store stands four feet back from the street line and instead of our main window running up to the next building and leaving dead wall space from the main window to the front, we have installed a small window which not only makes an attractive feature of what would otherwise be a blank wall, but gives us a neat window for display purposes." A paint display was in the small window

at the time the photograph was taken.

The floor of the handsome entrance to the Carter store is laid in an attractive pattern of tile. Over the plate glass windows there are several lights of attractive bevel plate lead work which cost over \$5 per square foot at the factory. All materials used in the construction of the front are the best obtainable. The whole front is finished in mahogany—a distinctive finish, not often used on store fronts. The basement of the store is excavated several feet out under the street for the purpose of obtaining light, which is obtained by using Luxfer prism glass placed in the pavement.

A close examination of the photograph of the entrance to the Carter store will give the reader many ideas regarding store front construction. Here you see every inch of space utilized and still there is no evidence of over-crowding. Several windows and two entrances have been provided. The windows are so constructed that all goods on display can be easily seen by onlookers. The massive clock is a novel feature, and if it shows the correct time, and we presume it will, it will be bound to attract attention. Reliable clocks and reliable thermometers on business streets are, as a rule, rather hard to find.

The portable display frames are a novel as well as a practical feature. The displays on these frames can be changed as often as desired. A large portable frame is shown in the right-hand window; the frame is also shown in separate view in one of the accompanying illustrations. (Continued on page 170.)



View of the hardware store of H. Lendon, Leamington, showing the splendid windows available for display purposes. Four separate displays are shown at one time.



View on left-hand side of May Brothers' store at West Toronto showing extra deep shelf-boxes at front for stocking long tools, etc.

Securing More Display Space

West Toronto Hardware Firm Greatly Increases Space for Showing Stock — Using Silent Salesmen the Right Way—Consistency in Keeping Name Before the Public—Attractive Delivery Outfits — Cost of Special Wagons.

HOW to secure more display space with a reasonable expenditure was a problem which confronted May Brothers, West Toronto, and has recently been solved by them. May Brothers' store is situated in one of the best—if not the best—locations in the business section of West Toronto. Land values are extremely high, and the merchant who occupies a store in a section such as this must make the best use of all available space for display purposes.

A considerable portion of May Brothers' stock had to be kept in reserve, and there was no available space to display it. The difficulty was overcome by installing additional wall shelving.

In the two accompanying views showing the interior of the store the new shelving can be seen. The former shelving only extended to the level of the top of the saw cases shown in one of the illustrations. The new shelving ex-

tends to within two feet of the cove ceiling, thus giving six additional rows of shelving for the display of stock. The shelves are reached by sliding or rolling ladders which have been installed on each side of the store. In addition to the shelving, May Brothers installed an extra section of shelf boxes at the front of the store—one section on each side of the store, as shown in the cuts. These boxes are sufficiently deep to accommodate bench axes, lath hatchets, augers, chisels, etc. A neat card is held by a card holder in the front of each box, and shows the names of the articles contained therein, the number or size, and the price. These extra deep shelf boxes are particularly handy for stocking tools that are too long for the ordinary shelf boxes. All the shelf boxes have oak fronts and are neatly sampled.

One of the striking features about May Brothers' store is the orderly arrangement of the stock. There is a place

for everything, and everything is in its place, and there is no overcrowding.

Considerable space is given to the display of paints, varnishes, polishes, etc. A look at one of the accompanying illustrations will show how prominently these lines are displayed.

A traveler, who calls on a good many hardware stores in the course of a month, said recently that he did not know of any store where silent salesmen were used to better advantage than in May Brothers' store. Here the show cases are always working.

Examine the view of the right side of the store. The first silent salesman shows a wide range of polishes—metal, brass, silver, furniture and other polishes. The second silent salesman shows a wide range of brushes, including scrub, clothes, horse, nail and sink brushes, whisks, etc. The third silent salesman is used for displaying paint brushes in specially constructed wire



View of shelving and silent salesmen on the right-hand side of May Brothers' store at West Toronto. Note how stock is neatly displayed.

baskets or trays. The displays in the silent salesmen are changed regularly, and are never allowed to become disorderly or out of season. At the rear of the silent salesmen and paint department is located the stove and enamelware department. Here as at the front the goods are neatly displayed. The rear portion of the main floor is elevated and all the wall space has been utilized to full capacity, without overcrowding, by the erection of wall shelving for displaying stock.

At the rear of the store, and not shown in the photograph, there is a pipe-

fitting rack containing 125 lines of pipe-fittings.

On the left side of the store, as shown in the left view, there is one silent salesman used for displaying alarm clocks and watches, cutlery, etc. There is also a large cash register which shows up the name "May Brothers" with an electrically-lighted sign every time a sale is registered. Next to the cash register another case is used for showing gas mantles, globes, etc. This case has a glass front and glass top. Following this case, there is a long counter, as shown in the illustration.

The wall shelving and boxes on this side of the store, as on the other, are exceedingly attractive, due largely to the neat arrangement and sampling of the stock. All the shelf boxes have oak fronts and the shelf fronts and wood works is finished in oak.

The office is located at the rear on the elevator floor.

May Brothers also have two show windows which are always kept attractively trimmed. At the time the photographs of the interiors were taken for Hardware and Metal, one of the win-

(Continued on page 170.)



Two delivery wagons used by Way Bros., West Toronto. The accompanying article gives details regarding these wagons.

The Clean-Up, Paint-Up Campaign

For the Effort Put Forth Excellent Results Were Obtained During Last Year's Campaign—What is Going to be Done This Year—More Co-Operation Needed—Object of the Movement.

MANY readers no doubt remember the efforts put forth by Hardware and Metal last year to create an interest in the clean-up and paint-up movement, and the success which resulted. "Clean Up—Paint Up" campaigns were carried on in many towns and cities in various parts of Canada. Boards of trade, newspapers, civic betterment and town planning committees, and industrial commissioners took an active part in the campaigns.

Hardware and Metal published pages of announcements from newspapers showing how the campaign was taken up in various places by retailers and newspapers. Hardware and Metal also prepared reading notices, advertising suggestions, etc., which were offered gratis to newspapers or any merchants or associations who cared to use them. Hardware and Metal with the assistance of Printer and Publisher, a sister publication, got in touch with practically all newspapers in Canada, and secured the active support of many of them.

The success of last year's campaign—the initial year for these campaigns as far as Canada was concerned—was so far beyond the expectations of those behind the movement that the question which naturally arises this year is, "What is going to be done this year?" It was clearly demonstrated last year that for the efforts put forth excellent results were obtained and that with concerted action on the part of paint manufacturers, newspapers, trade papers, boards of trades, retailers' associations, etc., the "Clean Up and Paint Up Campaign" can be made national in its scope and result in making many of our

towns and cities "cleaner and better places to live in." But, to make the campaign truly national in its scope more general co-operation is needed. If any great movement is to take place this year it should be started right now—in fact it should have been started some weeks ago. The cities of Montreal and Winnipeg are the only ones so far to take any decided action in the movement. If the "Clean Up and Paint Up" movement in Canada is going to move forward as it should this year, it will be necessary to obtain the co-operation of the paint manufacturers, the hardware and paint merchants and the newspapers. Any branch of these organizations could individually accomplish a good share of success but if the movement is to become an annual and national affair the co-operation of all is needed. Hardware and Metal is prepared to go even farther than it did last year—and last year Hardware and Metal did more in this connection than any other trade paper in Canada.

During last year's campaign some of the paint manufacturers showed a lack of interest that amounted almost to apathy. This was disappointing, as it was recognized that the hardware and paint dealers throughout the country would benefit, and it was felt that the hearty co-operation of all the manufacturers was needed to make the campaign a complete success. If the paint manufacturers were to put their combined strength and influence behind the movement, backed up by the press and by civic bodies interested in problems of municipal improvement, the results would be of incalculable benefit.

Highly satisfactory results were achieved last year but the movement was not nearly as general as it might have been—or as it should have been.

A few of the paint manufacturers took an active part in last year's campaign and are deserving of the fullest credit for what they did. Literature, advertising matter and cuts were supplied, which enabled the dealers and the newspapers to conduct the campaign on a well informed basis.

What is going to be done this year? Hardware and Metal would like to hear from paint manufacturers, travelers or retailers and to receive suggestions from those who are interested in the clean up and paint up movement.



SELLING FOR CASH.

The trade papers are discussing at considerable length the desirability of confining retail sales to a cash basis, and much evidence is given to show that it can be done.

Wherever the system has been introduced it is growing in popularity, and in some communities it is becoming the rule, and those who have tried it will not entertain the thought of going back to the credit system.

When one considers the expense and labor involved in bookkeeping, in addition to the losses from bad debts and the anxiety and loss through having capital locked up, instead of being available to benefit by cash discounts and other opportunities to purchase to advantage, the wonder is that the change does not become universal.—Enterprise news.

Object of "Clean Up and Paint Up" Movement

The idea is to have Canadian cities and towns each year set aside a week—between May 1 and May 15—for a general public and private "Clean Up" in their section; to engender a spirit of enthusiasm in the public mind by advertising extensively the five-word slogan, "Clean Up and Paint Up." Everybody, old and young, to be asked to lend a hand for a few hours at least, to help put every street, alley, yard, cellar, passage-way, back lot, and corner in good trim, and to make conditions such that we will have a brighter, cleaner and more wholesome place to live in. The "Clean Up and Paint Up" Movement promotes cleanliness, thrift and civic pride.

Address by a Paint Man

*An Address by Henry Clucas of Canada Paint Co.,
Toronto Branch—Mr. Clucas Has Been Associated
With the Paint Trade For Over Forty Years.*

HENRY CLUCAS, manager of the Toronto sales office of the Canada Paint Co., is one of the best known paint men in Canada. His connection with the paint trade dates back many years, and he is not only well known in Canada, but has a wide acquaintance in the paint trade of the United States. An American paint magazine some little time ago devoted a whole issue to writing up a short biography of paint manufacturers, dealers and salesmen who have been over forty years in the paint trade, and who are still actively engaged. Mr. Clucas was referred to in part as follows:—

"Mr. Clucas is well versed in paint theology, both old and new, as a designer, decorator, and colorist; he has few equals in the Dominion of Canada."

A short time ago *Hardware and Metal* received a letter from Mr. Clucas, and it is published elsewhere in this issue. Mr. Clucas has been a reader of *Hardware and Metal* for twenty-seven years, and he expresses his opinion of the progress of *Hardware and Metal* in the letter published elsewhere in this issue.

Mr. Clucas takes a great interest in the conventions of the Master Painters, and at the last convention held at Belleville he gave an address on the value of casein paints. As there has been considerable discussion of late regarding casein paints, *Hardware and Metal* is reprinting a portion of the address as follows:—

Though it has long been known that casein combines with certain substances to form agglutinant compounds, which become more or less insoluble on exposure to air and, though it has been known that casein has been detected in old paintings, many of a decorative nature, yet it is only within the last fifty years or so that any extensive use has been made of it for this purpose.

That an addition of milk to lime washes greatly increases their durability has long been known, and in fact such a mixture constitutes the first casein paint, the casein of the milk forming with the caustic a compound which is the basis of all such paints. The casein is rendered soluble, a result that can be produced, not merely with quick lime, but also with various substances having an alkaline action.

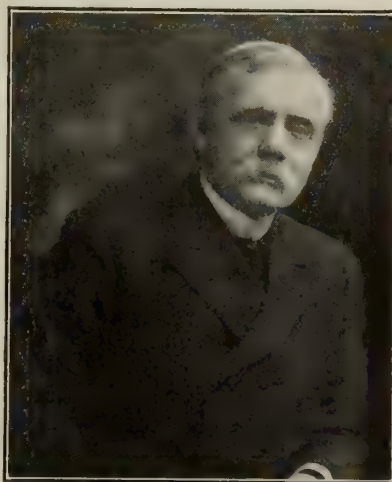
These are met with in commerce in the form of paste or liquid, containing the casein in a dissociated condition, and in some cases, already mixed with other substances, used in paint, such as linseed oil, boiled oil, varnish, resin or petroleum, in order to produce special effects. Others again, and of late, these have become the most important of all, are supplied in the form of powder by the makers, and con-

tain casein and alkali in the dry state.

It is only when these paints are mixed with water to make them fluid for use that the alkali is dissolved, and in turn acts as a solvent on the casein.

Making this powder up into paint is a comparatively easy matter, though a certain amount of care is necessary to insure good results. The operation may be performed in any vessel that is clean and free from grease in the following manner:—

Fifty parts of water are added by degrees to one hundred parts of the powder with constant stirring, which is continued until the mass is homogeneous and free from lumps. The mass is then covered with a thin layer of water and left for about half an hour, after which it is again stirred, and more water added, until the



HENRY CLUCAS.

workable paint is obtained, about the consistency of oil paint. The paint should be used without delay, hence it is desirable not to make up any more of the paint than can be used the same day. A solid and clean surface is essential to success, as the paint will adhere to any solid surface, such as lime, plaster of paris, cement plaster, brick, stone or wood, as well as canvas without any preparation. All that is necessary is to clean the surface of dust or dirt and begin painting at once. The paint dries very quickly and as smooth as enamel, and in forty-eight hours can be washed. On account of its elasticity it can be used as a primer under paint, varnish or enamel. If applied on a firm substratum it will neither crack nor peel off; but the surface must be free from old coatings of lime or kalsomine washes. It has been found, both in the United States and Canada, that the main reason why casein paint did not become popular as quickly as it deserved was the fact that any old kalsomine coat of lime wash had to be washed off to the very last degree, because, if any of the old washes, even to the eighth of an inch, were left around the window frames or door posts, and were covered over with casein paint, the strong binders in the latter pulled off the weaker undercoat and caused a ragged appearance. Even the smallest part would cause the

paint to peel off, even a little further than was warranted by the undercoat which was left. (Painters will understand this action.)

Further, all casein paints have the advantage of drying quickly, and being easy to work without requiring special preparation of the surface to be painted, except that already mentioned. It dries without gloss on brick, stone, plaster, wood or canvas, without stopping up the pores of brick work. These paints are soaked in cold water in order to swell up the soluble binding constituents, salts and similar compounds, so that they may dissolve completely when diluted further with cold water, and also perform their chemical functions.

In addition to the binding constituents, the paint-powders of this kind contain mineral material, such as parts white, zinc oxide, lithopone, forming the bulk of the mass of given covering power, while the body colors are also present to produce the desired shade of color.

These pigments which are present in merely minute proportions, in case of light colors, must be perfectly indifferent to lime and alkali, consequently a green, for instance, compound with Prussian blue and chrome yellow cannot be used, and besides the pigments must be as pure as possible.

After a coat of casein paint has been applied, a second chemical action takes place, by which through exposure to the air, the quick lime which has caused the casein to become soluble, is turned into a carbonate of lime, and both the casein and lime are then insoluble, the casein having come back to its original form. Pure casein is not soluble in water, hence the necessity of the lime to work it.

Notwithstanding their power of standing the weather, cold water casein paints are porous, and do not prevent the circulation of air. On account of their good qualities, these paints are in frequent use, both for outdoor and indoor work.

To the practical man there may be a doubt that cold water casein paint is a cheap way of doing things, as compared with white lead and oil, but expensive methods do not always yield the best results. Casein paints have and are still much in evidence in European and American summer resorts, and more especially on such work as factories, hospitals, dormitories, garages, fences, boat houses and many summer cottages show evidence of its decorative and sanitary purposes.

Cold water paints with casein binder and containing antiseptics have proved to be of greater durability than the bulk of the ordinary water paints, on account of their resistance to atmospheric influence and dampness, where the cost of oil paint is prohibitive.

In concluding, would add one more of the many purposes that casein water paints can be applied to, and prove itself invaluable to the present need of the trade, on concrete and cement work.

On a floor, a coating of fresh cement was applied about three-eighths of an inch thick and as soon as this was thoroughly dry (after three days) a coat of white casein paint was applied. This coating was allowed two days for the necessary chemical change to take place, as described previously, and then a coat of ordinary floor paint was applied and allowed to dry in the usual way. This floor paint was found, on careful inspection, to be just as sound as if it had been applied on a wood floor, or over a primer, and did not crack or give way when loaded trucks were wheeled over it.

Increased Paint Sales 75 p.c.

*Leamington, Ont., Hardware Merchant Had a Phenomenal Increase in Business in the Paint Department Last Year—Up-to-date Method of Displaying Stock
— Roomy Shelving and Good Windows for Displaying Paints.*

TO increase paint sales 75 per cent. in one year seems a huge task, but it was accomplished by a retail hardware merchant, H. Lendon, of Leamington, Ont. Mr. Lendon's 1914 paint business showed an increase of 75 per cent. over that of 1913. On this page is shown a view of a section of the paint department showing the paint shelving. A view of the splendid store front of the Lendon store is shown elsewhere in this issue. There are four separate and distinct display windows, and by referring to the cut of the store front readers will see that there are four displays, including one of paint. One of the windows is changed every day.

Leamington, Ont., is located in Essex County, commonly called the Garden of Canada. Few districts are better suited to the hardware business than this. Especially is this true of house furnishing lines and paints. It is a thickly populated district, with fine modern homes, which are mostly frame, and that

lend themselves splendidly to the decorator's art.

Leamington is a wealthy town, and that the inhabitants are willing to spend money in a just cause has been demonstrated by the hearty response in connection with the raising of money for the soldiers taking part in the war now raging. Although a town of only 2,500 population, it has made provision for the dependents of soldiers, and has raised \$20,000 for a patriotic fund, and has contributed 1,500 pairs of socks and 1,200 bandages for the soldiers. Private residents have also made large donations toward various funds.

It will be seen that Mr. Lendon has an exceptionally good field to work. Mr. Lendon has always kept well in advance of the progress of the district. His motto has not been to await a demand. A large and well assorted stock of paint is carried in the Lendon store, and the goods are always kept well displayed.

Convenience in the store is a hobby.

No space is wasted, yet nothing is crowded. The four good windows allow for ample light, and also for plenty of room for making window displays.

In the paint department special attention has been paid to the shelving for paints and varnishes, one whole section being given over to this line. The depth of the shelving below the ledge allows a space for four one gallons and four gallons in height to the wrapping ledge. The smaller packages are equally spaced on the shelving above the ledge, giving a very neat and handy arrangement. There is a wide open floor space in front of the paint stock, a real invitation to the customer who walks in to step right over and get acquainted.

Mr. Lendon's paint trade has expanded greatly during the past few years, but last year's business eclipsed all previous years, and showed a phenomenal increase of 75 per cent. over the previous year.



View of a section of the paint department of the H. Lendon hardware store, Leamington, Ont.

The Art of Paint Making

*Methods employed in Modern Paint Plants for Turning Out High-Class Paint Products
—How Paint and Varnish is Made—Care Taken in Selecting Raw Materials
—Many Tests are Necessary.*

AS the hardware and paint trade is about to enter the biggest paint-selling season of the year, some information regarding the paint trade and its importance in Canada would no doubt be appreciated by the readers of *Hardware and Metal*. Many of the older subscribers well remember the hard-fought battles they passed through in trying to convert some of the old-time believers in hand-mixed paints to the use of the ready mixed products which today occupies such an important place in every hardware store.

The manufacturer of ready-mixed paints or varnishes must turn out high class products or there is nothing ahead but failure for him. The retailer who has the agency for a reputable brand of ready-mixed paint can rest assured that he is selling a product much superior to anything that could be mixed by hand.

The paint industry in this country is a very important one. With the growth and development of the paint business, there has been a consistent advance in the method of manufacture. The best prepared paints on the market to-day represent the results of years of careful experiments, carried on by experienced chemists and practical paint men. The amount of money expended by the leading paint manufacturers in carrying on experimental work during the last decade or two has run into tens of thousands of dollars.

All these careful investigations, both scientific and practical, all these tests and experiments, have in some measure standardized the business of paint-making and to-day certain important materials are recognized as being those which one must use in order that a prepared paint may give the most satisfactory results. The most important ingredients of good paint are pure lead, pure zinc, pure linseed oil, pure turpentine, and the necessary coloring pigments and driers. In good paint-making the purity of the raw materials is tremendously important, and it is the aim of every manufacturer who is conscientiously trying to make a good paint line live up to a high standard of purity and excellence, to safeguard carefully the quality of the raw materials that enter into their finished products. This is a matter that demands strict attention owing to the variations in the methods of manufacture by the various concerns producing the raw materials.

Purity and uniformity are not the only important factors in paint-making. It is possible to take flour, butter, eggs and other necessary ingredients all of the very best quality, and still not make a good cake, but the good cook who knows how to use the ingredients may take the same proportions and ingredients and produce a good cake that is exceedingly palatable.

No matter how good the leather a poor shoemaker cannot make a good pair of shoes. The same rule applies to a poor tailor who, although he may have the best grade of cloth and thread, cannot produce a good suit of clothes. So in addition to have the right raw materials, another big factor in paint-making is to have a manufacturer who knows how, and who has the facilities for putting the materials together in correct proportions, and combining them in the right way. So there enters into paint-making the work of the experienced chemist, the practical paint man and his equipment of special machinery to give the best results.

After the paint manufacturer has assembled his raw materials in his storage rooms, it is necessary for him to have them tested for purity and to see that they are uniform in quality and up to the standard, as necessary according to the formulae used by the manufacturer for each particular product that he produces. This is where the chemical laboratory plays an important part in the modern paint manufacturing plant. A special laboratory is used in connection with varnish making.

Prepared paint for painting buildings, outside and inside, is usually one of the most important products produced by any large paint manufacturers. To the hardware man it is also of great importance, as a profitable retail paint business usually has for its backbone the marketing of a high-grade prepared paint for painting buildings. The various ingredients such as lead, zinc, oil and color pigments are usually mixed in large steel tanks. The liquids that are used are usually run through pipes to the tanks. This does away with the necessity of carrying the liquids in pails or barrels. The various ingredients are thoroughly mixed to a stiff paste and are let down into the grinding machines. The paint in paste form is ground in the mills to an impalpable fineness. From the grinding mill it is transferred to the

thinning tanks. After the paint is thinned to the proper consistency for use, it is drawn off and put into the packages for marketing. A visit to any of the modern paint factories will convince the most skeptical that the paint manufacturers are doing all in their power to produce the highest quality of goods and that they realize that the success or failure of their business depends to a great extent on the quality of the goods they produce.

In almost every store that handles paint you will find some cans of varnish. Although varnish is marketed as "Varnish" as far as the paint business is concerned, it can almost be called raw material, as it enters into the manufacture of buggy paints, enamels, etc.

Varnish making in America does not date back much over 100 years. It is said that the first factory for making varnishes was built in New York City about the year 1800.

The most important ingredients entering into the manufacture of varnishes are the gum, pure linseed oil and pure turpentine; other liquids are used but these are the most important. The gums mostly used are the Zanzibar Copal, coming from Africa, Kauri Copal which comes from New Zealand, and New Caledonia (which is sometimes called India Copal) and a number of others are also used to some considerable extent. Hardfossil gums like Zanzibar and Benuea are very scarce and consequently high in price. Rosin is used quite extensively in cheap varnishes. Its use, however, is almost positive assurance that the varnish produced is liable to become brittle, crack easily and quickly from exposure, and soften readily under heat.

The real work of the varnish manufacturer commences after the gums have reached the factory; then comes the careful and intelligent sorting and grading of the gum, the better specimens being selected for the high grade varishes. Each piece of gum is taken individually, all the rough and discolored outside chipped off until the solid heart of the piece is obtained, which is used for the better grade of varnishes. The chippings, possessing practically the same quality, are used in the manufacture of varnishes which do not necessarily have to be light in color, yet must be good in quality. All this work must

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Spring Paint Windows

Getting Away From the Usual Dead Arrangement of Stock — Many Opportunities in Spring and Summer for the Window Trimmer to Show His Ability — Putting Punch into Your Work.

By HENRY LEWIS.

IF a salesman had an opportunity each day to talk to a hundred customers, all more or less interested in his particular line, he would be sure to advance all his best arguments, would spend time in preparing them carefully, and would himself dress neatly and look after all the other details which might make a favorable impression.

Apply thus some line of reasoning to the window. Each merchant has here a salesman, silent, but none the less effective, each day presenting to fifty, one hundred or five hundred customers, as the case may be, the selling arguments of the owner.

It will depend entirely on the man inside how many sales are made. If little care is taken to present the telling points of each article, if each piece is not made to appear at its best, or if the whole arrangement is slovenly, then, depend upon it, customers will be lost, not made.

Considered solely from the point of the amount of floor space, the window occupies at so much rent each year, so much expense for lighting, so much for time spent in decorating it, there are many stores where the windows are not

earning their keep. Instead of being one of the biggest assets the business has, it is more a detriment than anything else.

But an occasional person is heard to say, that's all very well for a dry goods store or for a grocery, but what can you do with a hardware store? Just an ordinary amount of commonsense combined with an hour's solid thought would reveal the possibilities of the hardware store, it has so many lines of seasonable goods which can be made to attract the eye.

The decorating season is coming on now, and that will give so many excellent opportunities. Instead of putting, say, a dozen tins of paint in the window, with a brush laid on top of each can, show the results that may be obtained from these tins of paint and these brushes. Show the different color schemes for interior and exterior work, with some wallboard and panelling strips give an idea of what results may be obtained from different combinations. If there is anyone with ordinary carpenter ability around the store all sorts of effective display schemes could be carried out. A couple of small squares

of hardwood flooring could be made similar to those used in stores for demonstration purposes, and nicely finished with wax, and a display of floor wax could be made illustrated in a practical way by the finished squares; or a small piece of furniture could be finished with a wood stain, and attention called to this piece in a display of stains.

The point that is trying to be made is this, whenever possible show the customer just what can be done with whatever line is being displayed. Instead of the cans of paint or stain with a color card to show the different shades, demonstrate in a practical way just what can be done with them, so the customer will say: "I can do my furniture like that," or "I can have my living room decorated to look just like that." Another point to remember is this, do not waste the advertising helps supplied by the manufacturers. It is nothing short of crime the way some retailers waste the window displays and other advertising matter supplied by the manufacturer. Advertising matter—especially paint advertising matter—costs a pile of money, but if properly used will pull

(Continued on page 130.)



Window display of paint by Howard Crummer, of Cowan's Colossal Hardware, London, Ont. The painting in the background is the work of Chas. G. Hunter, a salesman in the Cowan store. The paint used was Sherwin-Williams Family Paint. The painting measured 3 x 11 ft.

Creating Demand for Wall Paper

Unusual Conditions This Year Have Stimulated the Demand for Wallpaper—Farmers are Good Prospects This Year and Have the Money to Spend—Hardwaremen Working into the Wallpaper Game—How to Push Sales.

"DESPITE the fact that business in some departments is slack our paint and wall paper department had a better month in February of this year than during the corresponding period of last year," said the manager of a paint and wall paper section in a large retail concern recently. When asked how he accounted for this, the manager stated that after several years of independence the landlords this year are being compelled to do a great deal more decorating and paper hanging than in any one year for many years past. Inquiries made at paint shops of the painters and decorators showed that paper hangers are very busy. The writer was talking a few days ago to a landlord who owns seventeen houses. The landlord said, "In order to hold the tenants I had to do painting and paper-hanging in twelve houses." This landlord is typical of many more who after a long period of having things their own way, have been practically forced to spend money on decorating. The sales manager of a wall paper house, a few days ago said, that the volume of business passing was very satisfactory and with the opening of spring and the housecleaning season the wall paper business should become very brisk.

With the city landlords compelled to spend money on wall paper, to a greater extent than last year, there is no need for pessimism as far as the city trade is concerned. Let us turn then to the country trade. The farmers to-day have more money than they have ever had in the past. Their deposits in the savings banks are enormous. There should not be any falling off in the trade with farmers, in fact, if the merchants are alert there are good reasons why the wall paper trade with the farmers this year should be on a larger scale than at any time in the past. Under the title "Stirring Up Business Amongst the Farms," "Gilt and Glimmer," published by Stauntons, Ltd., Toronto, paper manufacturers, says in part:

"That wall paper dealers and decorators should work the country districts thoroughly during the spring seems to be good advice at the present time. The opportunity for decoration work amongst the farmers has possibly not been investigated as well as might be, and now that owing to the falling off in building operations in the cities, towns

and centres of population, the farmer is the man to get after.

This can be done by a personal canvass, so the decorator can take his horse and rig or his car, if he possess one, and call at each home where there is a possibility of procuring a contract. It can be pointed out that decorative work can now be done at a price that could not be thought of previously, and that

means that he thinks nothing more about it.

The merchant who cannot get away from his store can interest the farmer and his family by mailing them a circular such as those provided for the use of customers, and in addition he can enclose an extra circular specially appealing to the farmers' trade.

Agriculturalists are practically immune from any business depression, in fact the farmers of Canada are better off than ever before because of the higher prices they are receiving for their products. This, coupled with a certain retrenchment which they seem to have adopted in view of the times, while their productive powers have been increasing, makes this field just now a very promising one.

There is scarcely a farmer who cannot afford to spend money to-day for the decoration of his home, and while this is sometimes the last item of expense he is willing to consider, the dealer or decorator who introduces the proposition to him in an attractive manner stands a good chance of landing an order. In this way considerable business should be developed. Neither overlook the fact that the farmer's good wife will probably have quite as much to say about the decorating as he will, so you should make some of your most subtle appeals to her."

Customers can also be appealed to through window displays, rural salesmen employed by hardwaremen and by newspaper advertising. On this page is shown reproduction of an advertisement by James & Reid, hardware merchants, Perth, Ont. In the James & Reid store a rest room is available for showing customers wall paper. Rest rooms in hardware stores are becoming quite popular and a great many have been installed by Canadian retail hardwaremen during recent years.

It is also surprising to find that there is a strong tendency for hardwaremen to push the sale of wall paper more than ever before. Many customers like to purchase their wall paper at the hardware store, because while there, they can pick out paints, varnishes, and stains, etc., to match the wall paper.

In future issues a number of wall paper departments in hardware stores will be shown and authorized interviews will be published giving opinions regarding the success of the merchants in handling wall paper.



OUR NEW

Wall Paper

IS HERE.

Hundreds of
Pretty Patterns

Take a seat in our Rest Room and
see what we have. Our prices
will interest you.

FOLLOW THE CROWD.

JAMES & REID

Big Hardware Stores, Tel. 87, Perth, Ontario.
Try Better House and Floor Paint, none better.

Wall paper advertisement by James & Reid, hardware merchants, Perth, Ont.

will not be possible when business resumes its normal state.

Then it is best to make a definite proposition in every case with complete specifications, for the farmer likes to know exactly what he is going to get for his money. Samples of wall papers may be taken along, and the selection made right there and then, for it is much better to close the matter at once "while the iron is hot," than to leave the farmer to "think it over," which usually

Trebled Sales by Educating Clerks

Guelph Hardware Firm Holds Annual Banquet When Paint Sales Problems Are Discussed — Using Advertising Material — Catering to Children.

ONE of the biggest obstacles in sales work to-day is the deplorable lack of knowledge shown by some salesmen of the goods they are trying to sell. More deplorable still is the indifference shown by some merchants, and their own lack of knowledge regarding the ability of their clerks in this direction. All they go by is the number of cash slips turned in by each man; whether the men are equipped to make sales is a matter of little concern to them. In olden days a merchant felt it part of his duty to post his staff on the good points of his goods. It is a custom now almost obsolete in many stores.

Yet there are some firms old-fashioned enough to use these up-to-date methods, and they are the people whose yearly turnover is being doubled and trebled. Particularly will this be true of the paint business during the coming season. Many householders who went away for the summer in former years, leaving the house in charge of a painter, will buy their own paint this year. They are amateurs at job, and will rely mainly on clerks in hardware stores to give them proper information.

An Aggressive Firm.

Will the clerk be equal to the occasion?

The methods used by the Bond Hardware Co. in promoting the sale of paint have been most aggressive, and are

worthy of adoption by many other firms whose opportunities are just as great, and the result attained would be just as beneficial. The Bond Hardware Co. have more than trebled their paint and varnish business in three years.

They first of all satisfied themselves that they had a line of paint to offer which would assure them of absolute satisfaction and gather friends for both the brand of goods and the seller. They then set out to convert every bit of unprofitable lead and oil business they could into the channel of using paint ready for the brush. Their first move was to thoroughly educate their large sales staff into the selling arguments, which made it easy for them to prove to the user of paint that they could give him better value and more lasting service with a good paint ready for the brush than he could procure by the purchase of lead and oil and the mixing by hand process.

"Know Your Goods."

One of this firm's admonitions to its salesmen has been: "Know your goods," and they never lose an opportunity of putting all the data and information they possibly can into the possession of the salesmen regarding the goods they are passing out over the counter.

Thus if the firm purchases a new line of goods, or a new article just coming on

to the market, they invariably ask the traveler who sells them this line to explain its strong points of selling interest and value to their salesmen, either individually or collectively. In the selling of paints, varnishes, and all kinds of finishes, this thorough knowledge of the goods being sold seemed to be more essential than in almost any other line.

There is no line sold by the hardware trade to-day that the purchasing public so depends and looks to the seller for advice as in connection with the use of paints and varnishes. Neither is there any line of goods on which the manufacturers supply so much printed matter of educational value as do the paint and varnish firms. Their color cards, booklets, etc., are brim full of expert advice and information.

Study Paint Literature.

The Bond Hardware Co. insist on their salesmen thoroughly studying all this paint literature, and this puts them in a position to give proper advice to the customer respecting any work, interior or exterior, they may contemplate doing.

To further interest and enthuse their salesmen in the selling of paints and varnishes they have a "Talk feast," which has come to be an annual event, taking place just before the opening of the strenuous spring paint selling season.



Paint display by Chas. Byford for the Bond Hardware Co., Guelph, Ont. This window was one of the prize-winners in a contest conducted by the Martin-Senour Co., Ltd. Mr. Byford has been a prize-winner in Hardware and Metal contests for four successive years, as well as having been a consistent winner in many other local and national window-dressing contests.



The staff of the Bond Hardware Co. at the banquet table. This is an annual affair, particulars of which are given in the accompanying article.

Many employers make the mistake of holding their employees at their place of business for a period after the close of a hard day's work to discuss selling problems, and they often wonder why they do not always get the results they expected.

In the first place, they overlook the fact that their employee has already put in a full strenuous day, and that they are infringing on his own time. They also forget that he is hungry and tired, or that he has a date with his best girl, or that there is a good hockey match on, or a thousand different things which every good salesman needs to devote a little time to for relaxation.

A Paint Sales Talk.

This condition of affairs is avoided by The Bond Hardware Co. at their annual "Paint Sales Talk." Instead of asking their salesmen to hang around on the counters and listen with tired ears to a hurried harangue, they set a date ahead, and at the close of the day's business the whole staff, from general manager down to delivery men, adjourn to one of the local cafes, and first of all do justice to the inner man. They have a song or two, usually topical of the occasion, because a concern like this is bound to have a poet in its ranks; and then, after everyone is in the right frame of mind, paint selling and its various problems are discussed from every angle.

At these gatherings, the representative of the firm whose line of paints they handle is usually present to give the principal talk.

At the gathering, photo of which is here reproduced, Messrs. Black, Conover and Cookson, of The Martin-Senour Co., Ltd., were in attendance. The talks and discussions are general. Questions are asked, problems are solved. The difficulties and obstacles of successful paint selling are not avoided in the least, and every man jack, from the apprentices up, is asked to state cases and instances wherein he may not be quite clear.

The net result is that everyone goes away enthused and knowing. They are prepared at the beginning of the spring campaign to carry the war of "Clean-up and Paint-up" to a successful issue.

Helped by Advertising.

So much for successful direct sales methods. But this is not all. This sales effort is backed up by thorough and aggressive sales promotion work. This firm is a user of extensive newspaper space, and during the most active selling season they devote space at least three times per week to "Clean-up and Paint-up" lines.

They take advantage of all the mailing and display campaigns, as organized by the firms whose goods they handle. They never fail to insert color cards, booklets, novelties, or paint literature, not only in the parcels going out, but in all their correspondence.

They hold demonstrations of the uses of products they are selling. Their window displays, arranged by Chas. Byford, are becoming of national reputation, as Mr. Byford is a consistent winner in all window-dressing competitions.

Every parcel which leaves the store during the spring painting season carries a "Clean-up and Paint-up" sticker:

No job is too big to try to land, and as a result many of the largest buildings in the city, both public and private, have been painted with the brand of mixed paint they handle. These schools, college buildings, banks and private residences, both interior and exterior, are often the turning point in the argument to the householder, who is just a little undecided as to whether he should use paint ready for the brush or not.

Another feature worthy of mention in connection with this aggressive firm's policy is to encourage the children to enter their store. They are never too busy to hand the kiddies the painters' caps, the books of nursery rhymes, book marks, lead pencils, drawing books, fruit label booklets for their mothers, and the numerous other novelties supplied by the paint firm which are always printed with the dealer-agent's name.

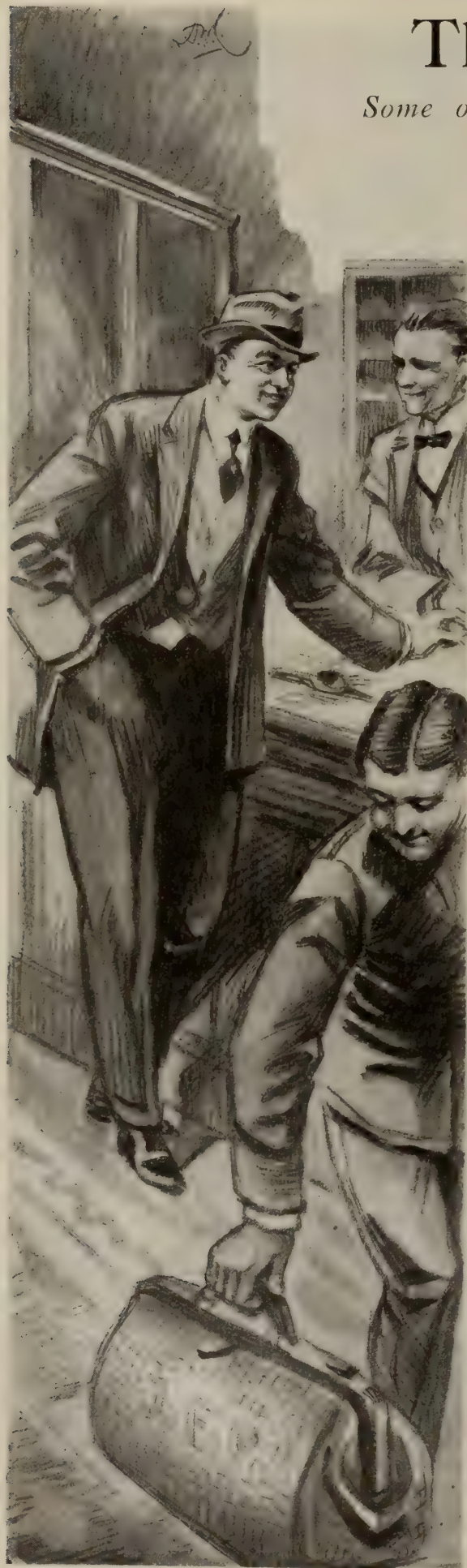
In the past there has been too much of the get-to-the-mischief-out-of-here-you-kids attitude. It should be remembered that the kiddie of to-day is the paint user of to-morrow. Those building up a business on a basis of permanence should have the children grow up with the feeling that your store welcomes them. These early impressions are lasting.

In conversation with Mr. Miller, the secretary-treasurer of the Bond Hardware Co., he gave a very striking illus-

(Continued on page 130.)

The Traveling Man

Some of the Difficulties Confronting the Traveling Salesman—Travelers are Entitled to a Courteous Hearing.



THE way of the traveling salesman is hard. That is, in normal times. It is putting it very mildly to say that the traveler has a hard time at the present juncture. He is laboring under almost unheard of difficulties. In addition to the little matters that have always served to make his work arduous, he now has to fight doubly hard for business. He has to lengthen his hours and to concentrate every waking minute on the problem of making sales.

It isn't easy at any time to sell goods. The traveler takes his proposition to the prospect—and if the prospect doesn't want to buy and doesn't want to discuss the matter, the salesman has to "go some" to earn his salary. There are plenty of conditions that go to aggravate the difficulty—so many travelers call on the retail merchant nowadays that he can't always spare the time to give each man a hearing nor does he have the inclination to do so. He looks on the traveling man, perhaps, as a necessary evil; and gives him a hearing or not according to the mood he happens to be in.

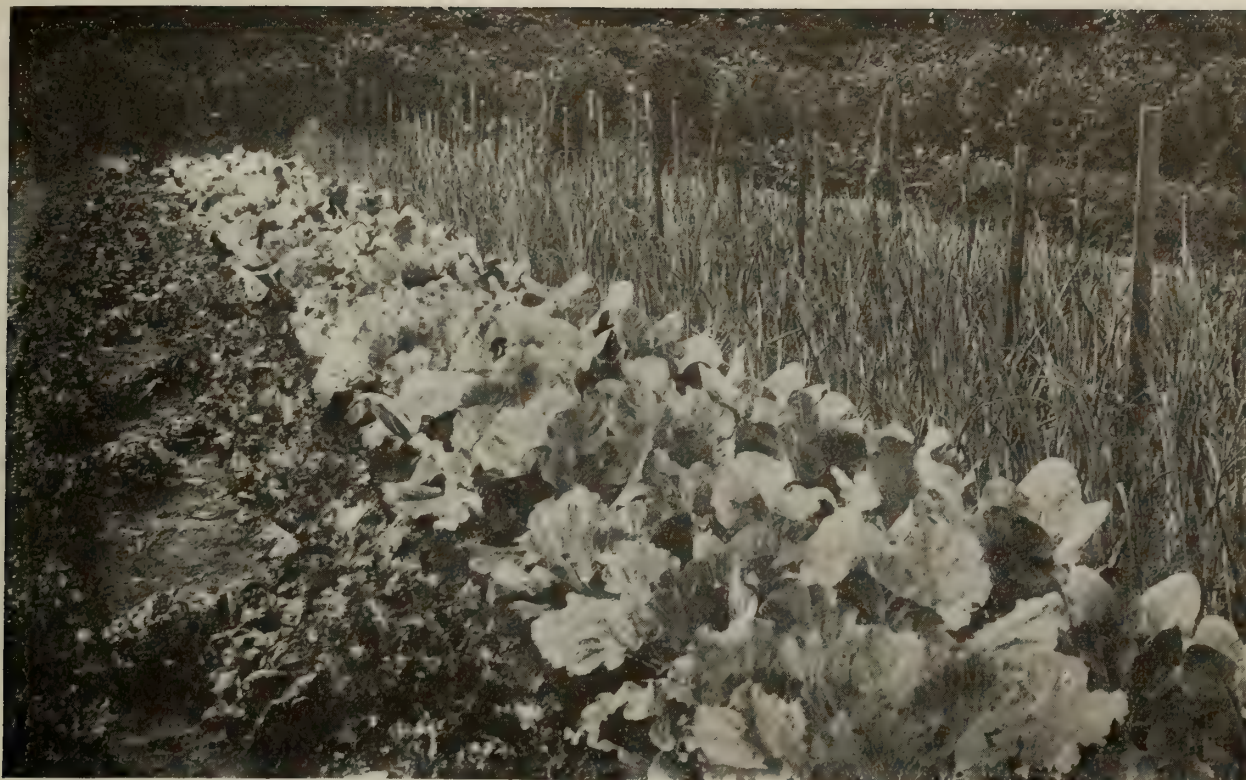
It is not an uncommon occurrence to find three or four salesmen in a hardware store waiting their turns to see the proprietor—earnest-looking fellows with a general air of determination and grips full of samples. The proprietor probably has a hundred and one other things to do and it can easily be understood that he regards that waiting file with trepidation, perhaps with annoyance. But look at the other side of it. Each one of those salesmen has been sent out to do exactly what the merchant's own salesmen are supposed to do behind the counter—sell goods. They each have a more or less good proposition to offer; they have come many miles at considerable expense to make it. Selling goods direct by traveling representative has become a very essential feature of the accepted system of distribution. To get the best results from the system, a merchant must contribute courtesy, consideration and time.

On the whole the traveling man gets consideration and as much time as his prospect can afford. There are, however, plenty of crusty individuals who "take it out" on the unfortunate traveler—men who are natural born grouches, men who have a grudge against the house represented, men with livers, men who don't want to buy and entrench themselves behind a barrier of incivility. The traveler encounters just enough of these individuals to keep him on his mettle, to keep him stirred up. And it is to this class that our suggestion is directed.

The difficulties of the traveler have been intensified since the outbreak of war. To coax the elusive dollar into circulation, always difficult, has now become a man's size job. In order to keep the business from their fields up to the mark, traveling men are working with a determination and zeal never equalled before. They are covering more ground, instilling more real sales effort into their work, doing their level best to keep business "as usual." And in this laudable endeavor, they deserve whatever assistance the merchants can give, especially as the only assistance asked is a courteous hearing.

There are two sides to the question, of course. If the traveler has reason sometimes to complain of the merchant, the latter has reason just as often to complain of the traveler. Undue persistency and unbridled verbosity are often manifested to such an extent that the merchant loses both time and patience. There's the I-just-heard-a-good-one traveler, the hearty-slap-you-on-the-back type, the won't-take-no-for-an-answer man and a few others

(Continued on page 170.)



During the next few weeks many gardens will be put in—Who is going to sell the seeds and the tools?—"Patriotism and Production" is the slogan for 1915.

Hardwaremen Selling Seeds

Jobbers' Salesman Tells of Conversation he had With a Retailer Who Says that by Selling Garden Seeds he is Sowing Seeds for Future Business — Showing How at Least One New Customer Was Secured.

By A JOBBER'S SALESMAN.

ONE of the best window displays I have seen in a long time appeared in a retail hardwareman's show window last week. The whole display consisted of vegetable and flower seeds in packages, along with counter display stands which I presume were supplied by the wholesaler whose seeds were carried in stock. Hundreds of small packages were displayed and on each package there appeared a color illustration of some flower or vegetable. The whole display, which was attractively arranged, presented a very artistic appearance and the nicely colored illustrations of the vegetables and flowers made a strong appeal, in fact they almost made me wish I had a plot of ground where I could go back to the soil and engage in farming or gardening on a small scale.

But that is not the point I want to refer to particularly. Attractive window displays are all right and certainly compel attention, but this merchant appeared to have such a large assortment of seeds that I made enquiries to see if the seed proposition was a paying one for him. I know that a good many retail hardwaremen are selling seeds and the number is increasing each year. Although I only cover a small portion of Ontario, I have observed that a good number of my customers are carrying garden seeds, and each spring a few new ones are added to the list. When you come to think it over, what

better place is there to sell seeds than at the hardware store, where the gardener, amateur or professional has to go to purchase digging forks, rakes, hoes, spades, weeders, etc.

But, to get back to my story. I enquired of the merchant with the large display how it was that he had such a big stock of seeds. "Why," said he, "I have been selling seeds for some years and have worked up a large trade. I have certain customers who come in every spring and buy a supply of garden seeds. Some of them buy spades, garden lines, wheelbarrows, rakes and other goods. Then each customer needs other goods in connection with the spring cleaning-up campaign. You can never tell what a customer will need in the spring. It may be a lawn mower, garden hose, nozzle, poultry netting or any one of a hundred other things needed around the house. Although it is a little early for planting vegetables, I have had this window display in for nearly a week. I have made a display that will let all the people who pass that window know that I sell seeds. On Saturday night I noticed a man and his wife stop and look at the display. I watched them and I could see that the lady was trying to interest her husband in the seeds—and probably he was interested but did not want to admit

(Continued on page 130.)

TREBLED SALES BY EDUCATING CLERKS.

(Continued from page 126.)

tration of how children come to look on a store with favor.

A Bee-line to Bond's.

A father asked his little daughter to run to the store and get a lamp chimney, which was needed in a hurry, expecting the child to go to the corner store a few doors away.

Not returning as quick as expected, the father asked what had kept her so long, to which she replied: "Well, Daddy, I went straight there and back, and didn't waste a minute."

He said, "Where did you go, child?" The answer came quickly and emphatically: "Why, to Bond's, of course"—this in a tone as much as to say: "Where else would I go?" And yet the child had passed fully a dozen other places of business where the same article could have been procured.

The moral is to make the store just as inviting to the children as to the grown-ups. Is it any wonder this firm has built up such a splendid paint business?

SPRING PAINT WINDOWS.

(Continued from page 124.)

big results. If improperly used, it is absolute loss.

A well known writer in an article in a paint magazine recently said in part:

"The clerk, in charge of the windows, in any line of business, especially the paint business, without energy and enthusiasm, is like a locomotive without steam—dead and useless.

"If he doesn't take his work seriously and put the punch into his efforts he will never accomplish much in this or in any other field. He will not advance either in salary or position, and when he ceases to advance, the world rushes on past him and he is soon distanced. Progress means keeping abreast of the world tide—leading it—keeping a few steps in advance of it.

Staying at the same job for an undue length of time, drawing the same pay, doing the same work while other young men around the establishment are creeping ahead into better paying positions, should draw from him these questions: 'Why has not my work received recognition?' 'Has it been showing marked improvement?' 'Have I been a developer of new ideas?' 'Have I used the progressive ideas, that have been furnished me, in furthering the interests of my employer?'

"If he cannot answer these simple questions, one and all, with a 'Yes,' there is not any doubt as to his ever getting ahead; there is, on the other hand, grave danger that some other

more progressive fellow will take his place—and he will be moved back to a less important job.

"There is no work, even seemingly unimportant, that does not require study, energy and enthusiasm. No job is such a 'cinch' that a new wrinkle can't be found to make its accomplishment more effective.

"A certain bright man eliminated 'lost motion' from brick-laying. Have you eliminated lost motion from your job? In other words, are you entirely efficient? Have you demonstrated to the boss that your job is in the hands of a man whose ideas are progressive and whose aim is success?"

Show the boss and the public what you can do when you put in your paint window displays this spring.

THE ART OF PAINT MAKING.

(Continued from page 123.)

be done by men who are experts in this particular line.

After having carefully sorted and prepared the gums, according to the nature of the finished product desired, the next process is to fuse or melt them. This is done in large copper kettles on wheels which are placed over coke fires. After the gums are melted, the required amount of oil, which in the meantime has been heated to about the same temperature, is added. The gum and the hot oil readily unite, but if a perfect union is to be assured, the proper heating and cooking is necessary otherwise there are possibilities of the oil and gum separating upon cooling. This is very important in the process of varnish-making and here is where the expert varnish-maker does good work.

After the proper combining and cooking the resultant mixture is cooled usually outside the building in the shelter of special cooling sheds, which practically means in the open air.

After the process of cooking, cooling and adding of liquids has been finished, the time so taken, the temperature, etc., being determined by the nature of the varnish, it is ready for filtering. This operation is a very important one and has a decided influence in the quality of the finished product.

The varnish is forced through a specially designed filter and it is obliged to pass through a number of heavy filter cloths and filter papers. By this operation it is transformed from a muddy or cloudy liquid to a clear transparent one without sediment.

After being filtered the varnish is stored in large steel tanks for ageing. The proper ageing of the varnish makes it clear and brilliant, another particular quality that is indispensable in all high grade varnishes. The ageing of varnish is exceedingly important and improves it in

the same way that ageing is necessary in making good wine.

In varnish making the various processes are checked very carefully and the varnish is examined not less than three times, for body, color, uniformity, etc., before it reaches the storage tank. After the varnish has been satisfactorily aged it is put up in containers for the market.

Prior to the filling, regardless of the many precautions already taken, it is once more tested out by the various qualities which it is supposed to possess. If not up to the standard in every respect the goods are not allowed to go out.

HARDWAREMEN SELLING SEEDS.

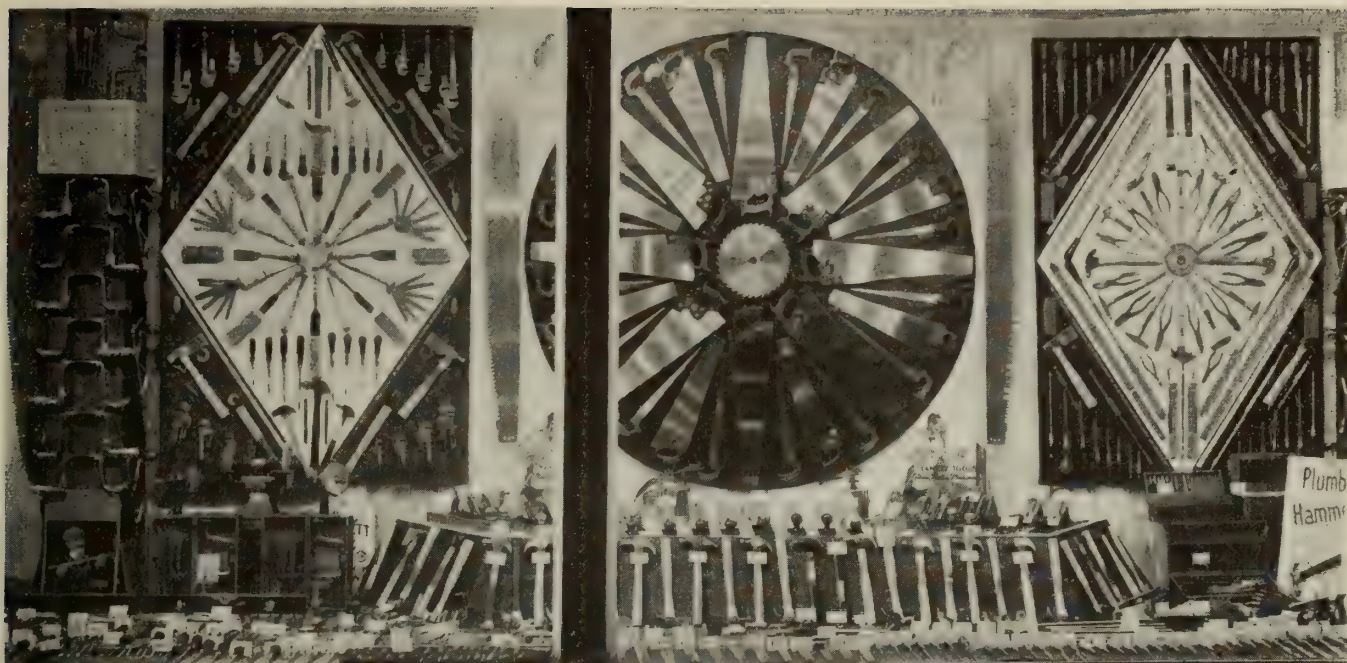
(Continued from page 129.)

it. After a few minutes' discussion, they walked on down the street. In about fifteen minutes they came into the store and purchased two packages of radish, onion, lettuce, bean and beet seeds, but that was not all, they also purchased a digging fork at \$1. These people are new customers at my store, and I feel sure they will call again. The man asked us to send the digging fork, as he did not want to carry it, and he would not need it for a week or two. I have his address and have added it to my mailing list. Ten to one he has never had a garden before—at least for a long time back anyway—but I did not hint at it when talking to him. He will probably need a rake, hoe or other garden tool as soon as he starts to work his garden. I have only quoted this instance to show how all the lines work in so well together. Then there are customers who have shrubs and hedges, paths and flower beds, etc., and need turf-edgers, weeders, hedge shears, pruning shears, dutch hoes, etc., and this is all profitable business. When a customer knows that he can buy everything from the seeds up, at my store, is it not an inducement for him to come here and buy the whole outfit instead of going to the grocers for seeds and then some other place for the tools?

The seeds I sell here carry a nice profit, but do not forget that the seed sales although small at times, lead to bigger things, and in selling garden seeds I am really planting seeds for future business." I thanked the retailer for his talk and admitted that after all, it was not surprising that he kept seeds so well to the front and so well displayed.

Incorporation.

Metals-Chemical, Ltd., capitalized at \$1,000,000, head office, Toronto, to acquire and refine ores and minerals, etc., and to purchase the business at Welland, carried on under the name Metal-Chemical Co., Ltd.



Tool display by C. H. Smith for J. H. Ashdown Hardware Co., Winnipeg, Man.

An Excellent Tool Window

*A Display Gotten up With Very Little Expense and Yet a Model in Many Respects—
The Standing of Canadian Hardware Window Trimmers and
Prizes They Have Won.*

THE window display of tools shown above can rightly be termed "An Excellent Tool Window." In this display is shown an array of tools that will appeal to the mechanic, not only an account of the nature of the goods shown, but because there is a wide variety shown in such a manner that the onlooker will get a distinct mental impression of each individual tool. In this window there is an exceedingly large display without any evidence of overcrowding. Too many window trimmers in arranging displays of this kind crowd the goods to such an extent that the displays are simply "masses of tools." In the above display each tool stands out separate and distinct from all the others. The background of the display, although simply gotten up without much expense, but with considerable pains, is exceedingly attractive, and is bound to attract attention.

On the floor of the window is shown a wide range of tools, including chisels of various widths, rules, auger bits, automatic and spiral screw drivers, bit extensions, gimlets, scrapers, large and small size spirit levels, gauges, long paring chisels, snips and many other lines. Each tool is accompanied by a neat price ticket showing the price in plain figures.

On and against the elevated portion

of the floor of the window are shown hammers at various prices, wood and iron planes, blow torches, etc., and each price accompanied by a price ticket.

Other lines shown are tool sets, grinders, etc. Manufacturers' window display helps have also been used in this window.

The display was photographed especially for Hardware and Metal, to show the readers of this paper how an extremely effective tool display can be arranged at small cost. The display was arranged by C. H. Smith, of the J. H. Ashdown Hardware Co., Winnipeg. Many of Mr. Smith's windows have appeared in this paper in the past, and they have all been models in many respects.

There is nothing elaborate, nothing freakish about this display. There is nothing in the way of expensive decoration, and yet it is a handsome display, which is further evidence that hardware goods when carefully arranged can be made into window displays that will rank among the best windows in this country, and the window dressing in Canada's hardware stores at least equal, and in many cases surpass, those of any other country of the world. A large percentage of the hardware prizes of recent years, in competitions open to the

world, have been won by Canadians, and it might be added that they were won by window trimmers who take part each year in Hardware and Metal's window display contests, and who, during the course of a year, contribute a large number of the window displays published in this paper. The display here shown can be copied by any window trimmer who wants to run a tool display of exceptional pulling power.

It is deeply gratifying to those in Canada, engaged in the merchandising of hardware, to know that the art of hardware window dressing in Canada is going ahead by leaps and bounds.

When populations are considered it is doubtful if any other country in the world can produce as great a percentage of high-class hardware window artists as the Dominion of Canada. Many of the best prizes offered in recent years, and open to the world, have been won by window trimmers associated with Canadian hardware firms. Much of the credit for the great advances in window trimming during recent years is due to the trade journals, not those who sit back and take credit for a great many things they have not helped to accomplish, but to the trade journals that send out their representatives at considerable expense

(Continued on page 141.)



What Other Hardwaremen Do

SEEKING TENANTS' TRADE.

THE writer recently had occasion to insert a want ad. in a Toronto paper under the heading "Unfurnished House Wanted." Among the many dozens of replies received, there was a circular from B. Algar, Toronto. A reproduction of the circular appears on this page. The circular was very timely indeed, for the writer actually needed some lines of electric fixtures and the circular showed that this merchant had a novel method of placing his wares before prospective buyers of electric goods. This plan could be worked to a considerable extent by hardware merchants. The circular could be enlarged and made to feature many lines such as electric fixtures, paints, gas ranges, floor varnishes, linoleum, gas fixtures and many other lines that are needed by families moving from one residence to another. Another in connection with want ads. is this, very often a person will advertise for a second-hand stove, vacuum cleaner, or any one of a hundred other lines. In many cases the cost of a new article would not be much more than that asked for a second-hand one. Why not send a letter to each "articles wanted" advertiser in your local paper, suggesting that they call at your store. Descriptions and prices could be mentioned in the letter.

FEATURING COBBLER SETS.

THE Stanley Mills Co., Hamilton, Ont., has a neat method of showing cobbler sets. Neat sample boards about 15 x 24 inches, have been made of southern pine, and varnished. Attached to one board is a complete 65-cent cobbler set. A customer can see at a glance just what composes a 65-cent set. The parts are all wired to the sample board. A similar board is used for showing the \$1.25 set. These boards with the sets attached can be used for display purposes in the store or in connection with window displays. The sets are always on display and many sales are made from these boards. Every hardwareman knows how hard it is to keep a cobbler

set in display and keep the sets complete if they are simply left in the original package.

* * *

5-10-15c COUNTER.

W. H. Glover, MacGregor, Manitoba, has followed the lead of many other Canadian hardwaremen and added a new department to his store in the form of a 5-10-15-cent bargain counter. This counter will be used to feature small items in which the householder is interested. Some hardwaremen are inclined to pass-up the 5-10-15-cent business, but it is the kind of business that

15 Adams Avenue,
Toronto.

Dear Sir or Madam,
Seeing that you are about to move to another address permit me to bring to your notice the following examples of Electric Fixture Outfits:



This Outfit, 11 pieces
Installed Free

\$16.00

I guarantee first-class materials and workmanship backed by 15 years experience in general Electrical Engineering Practice.

I would be pleased to give you a quotation on Electric Wiring and Fixtures, in fact, on anything Electrical.

This Outfit, 10 pieces
Installed Free.

\$10.00



All Fixtures manufactured in our own Factory. Our Principle: Factory to consumer without middleman's profits, SAVES YOU MONEY.

For Rock-Bottom Prices Call and See B. ALGAR,

15 Adams Ave.
Off Shaw, Near Dupont

carries big profits. This has been clearly shown by the growth of the 5-10-15-cent syndicate stores. The F. W. Woolworth Co. now have 737 stores handling 5-10-15-cent lines. Some of these stores are in Canada. During the past three years the Woolworth Co. increased its sales over seventeen million dollars. During 1914 the syndicate sold nearly seventy million dollars worth of goods—and many of the lines sold were hardware goods.

FIGURING PROFITS.

AN Ontario retailer in conversation with a Hardware and Metal representative, stated that he figured profits on the selling price and gave twelve reasons why he followed this plan. His arguments have appeared in print before, in fact the merchant had the clipping for reference, but they are worth reproducing:

First—Because the remuneration of salesmen is figured on a certain percentage of the Selling Price.

Second—Because the percentage of expense of conducting business is based on the Selling Price. If you talk per cent. of profit on cost and per cent. of expense on the selling price, where are you?

Third—Because the mercantile and other taxes are invariably based on a percentage of the Gross Sales.

Fourth—Because the Sales Totals are always given in books of record—Cost Totals are seldom, if ever, shown.

Fifth—Because a profit must be provided for two items of capital—one the capital invested in merchandise—the other the capital necessary for operating expenses and other expenditures not properly chargeable to merchandise account. This is only possible by figuring on the Selling Price.

Sixth—Because it indicates correctly the amount of gross or net profit when amount of Sales is stated. The percentage of profits on sales is indicative of character of result of year's business—percentage of profit on cost is not.

Seventh—Because allowances in percentage to customers are always from the Selling Price.

Eighth—Because no profit is made until Sale is actually effected.

Ninth—Because nine stores in ten which don't figure on the selling price get mixed somewhere in their figures, and don't know whether they are going forward or backward.

Tenth—Because the chain-store fellows and the big stores, which press the average retailer hardest, do figure on the selling price.

Eleventh—Because it puts you where

a customer won't be so likely to call you a robber if he learns your percentage of profit—20 per cent. of the Selling Price is 25 per cent. on the Cost.

Twelfth — Because, if you figure on the selling price you can go to the cash drawer, and say, "10 per cent. of that money is my profit," instead of having to say that "10 per cent. of the cost of the goods which I sold for that money is my profit."

* * *

DAILY WANTS.

A HAMILTON hardware firm that takes pride in having a very complete hardware stock and rarely disappoints a customer by saying we are "Just out," has a simple, yet effective method of keeping a record of daily wants. On each cash register a pad of printed slips is kept. The slips measure 4½ in. x 6 in. each, and are as follows:

DAILY WANTS.

Store	Day	Date
Description	Cl'k.	Ch'k

When a clerk gets an enquiry for goods not in stock he makes an entry on the slip. Even if the customer asked for tobacco it would be entered on the slip. At night the slips are collected and filed. The buyer goes over the slips at stated intervals and can see exactly what was asked for and not in stock. The system demonstrated its value some time ago when a new brand of floor wax was being introduced into this country and advertised extensively. Reference to the slips showed that in four days there had been ten enquiries for the new brand of wax. The result was that a stock was put in. The proprietor of the store told a Hardware and Metal representative of several instances where new lines had been taken on as a result of repeated enquiries. Two of the new lines were gas mantles and tungsten lamps.

* * *

TURNING THE STOCK.

IT is said that one of the secrets of the great success of Marshall Field & Co., is that they turn their stock very frequently and do not have a large amount of capital invested at any one time in any one line.

In one department that does a business of \$50,000 a year it is said they

never have over one thousand dollars in actual money invested at any one time.

You can apply this to your own business if you have a store in a small town. You cannot afford to keep in stock a very large line of any one thing, but you can have a small stock of popular sizes and in addition a full line of samples from which to sell other items in the same line.

Your customers select just what they want and if not in stock you can order it sent forward by parcel post from the wholesaler.

* * *

MOVING SPRING GOODS.

HERE are a few sidelights on selling spring goods. The writer called on a hardwareman a short time ago and noticed one of the clerks painting one-half of a second-hand refrigerator. He was varnishing one-half of the outside with dark oak varnish stain. One-half of the food chamber had been painted with white enamel. The clerk stated that the refrigerator would be used later on in a paint window display to show how refrigerators can be brightened up with an application of varnish stain and enamel. The contrast between the painted and unpainted portions of the refrigerator will be sure to attract attention, and will probably result in many sales. The same rule was being followed out with a screen door. One-half of the frame was stained with dark oak stain and the other half left unvarnished. One-half of the wire portion was treated to a coat of screen paint. On the screen door as on the refrigerator there was a great contrast between the painted and unpainted portions. When these articles are shown in the window later on in the season they will be accompanied by neat show cards telling what materials were used, and also giving some information regarding the cost.

* * *

COST OF SUPPLIES.

A HARDWAREMAN who conducts a very successful tinshop in connection with his hardware business stated that he watched the buying end closely, and more particularly since the outbreak of the war and the enforcing of the tariff increases. "If," said he, "there ever was a time when the buyer should keep his eyes open it is now. You

hardly know where you are at, there are so many prices being quoted on supplies. I have saved several hundred dollars recently by taking advantage of favorable opportunities to buy sheet metals, galvanized sheets, solder, etc. I also watch the workshop closely and try to prevent waste of material. This is an important feature if you want to make money in the tinshop. Without proper supervision and instructions a large amount of material can be allowed to go to waste, and this means a serious drain on the profits. Waste of employees' time is also an important feature, but I always try to prevent this by urging customers to place their orders ahead, and thus give me a chance to plan my work.

* * *

FREE DEMONSTRATIONS.

Kydd Bros., Vancouver, have taken a bold step in advertising W. C. combinations. As shown in the advertisement on this page, they state in bold type "Free Demonstration by a Practical Mechanic every day in our Large Demonstrating Room." It is said that much humorous comment was heard regarding the advertisement on account of differences of opinion as to just what was inferred by the advertisement. It is said by some that the firm must have been trying to "Kydd" the public. At any rate, it is not likely that many people would want to be the demonstrator.



There are mighty few sign-posts on the road to success.



Free Demonstration

BY A

Practical Mechanic

EVERY DAY IN OUR

Large Demonstrating Room

There each pipe and fitting is laid out before you and every point made so simple that we guarantee a 16-year-old schoolboy can put the plumbing in his father's house.

Keep the money in the family. Give your own boy 50c for repairing the next toilet out of order—he can do it. Send him to us. We sell direct to householders.

Our system will convince you. Come and see. Money back in every case if you are not satisfied with value received.

KYDD BROS. LTD.

PHONE SEYMOUR 2091.

155 PENDER WEST.

Advertisement by Kydd Bros., Ltd., Vancouver.

The Customers We Serve

What I Heard at the Hardware Convention—Two of the Many Customers I Have to Deal With First-Class Goods Should Be 100% Saleable.

BY AN ONTARIO RETAILER.

WHEN I was attending the hardware convention at Toronto about three or four weeks ago, I had an opportunity of hearing manufacturers, jobbers and retailers airing their grievances. A great deal of discussion took place on the question of defective goods, secret rebates, manufacturers and jobbers selling direct to consumers, unfair tactics of mail order houses and department stores, etc.

It was said that the manufacturers did not put good handles in their shovels and forks, etc., or to be exact that only about 90 per cent. of the goods were saleable, that the knobs on the sad iron handles were not riveted securely, and that screw holes in butts were not properly countersunk, etc. It would seem that the lot of the hardwareman is a truly hard one, that he is constantly in trouble. There were, however, a few at the convention—men engaged in the jobbing and manufacturing trade who were apparently under the delusion that the retail hardwareman's path is strewn with roses. I do not now refer to the men who did the speaking at

the meetings and tried to defend themselves. I am referring to the men who sat back and did not say anything at the meeting, but who did say a lot about the "kicking retailers" after the meeting was over.

To these men I want to say that the retail hardwareman bears the brunt of the complaints if he sends out defective goods. In addition to often losing customers the retailer who sends out defective goods is usually put to an endless amount of trouble. I am sure that the average manufacturer tries to send his first quality goods 100 per cent. saleable. Of course if a retailer buys seconds he cannot expect to get first class goods.

But, when defective goods are sent out although usually unintentionally the retailer is usually up against trouble.

I am going to quote two of many cases in my experience. Take a look at the man on the upper right hand corner of this page. He is a contractor and like many other contractors he seldom orders any supplies until the men are ready to do the work. Along with other goods this man ordered 1½ dozen pairs 3½ x 3½ butts, and he is just telling the hardwareman—in no gentle tones—that the carpenter is putting on the last pair of

butts and has found that two screw holes in one of the butts have not been countersunk. He has raised an awful fuss and complains about d—rotten goods, etc. Although an excitable chap, he is a good customer, and in order to please him I have to rush one of my clerks—the delivery man is out with a load of cement—down to the job, a distance of three-quarters of a mile, with one butt valued at about five cents.

Now take a look at the other man at the bottom of the page on the left. He is a wealthy customer, and in the course of a year he spends a considerable amount of money at my store. He is a hard man to please and at

times very unreasonable, but my clerks and I have to try and please him the best we can.

He came into the store and ordered a 75-cent rake. He picked out the rake



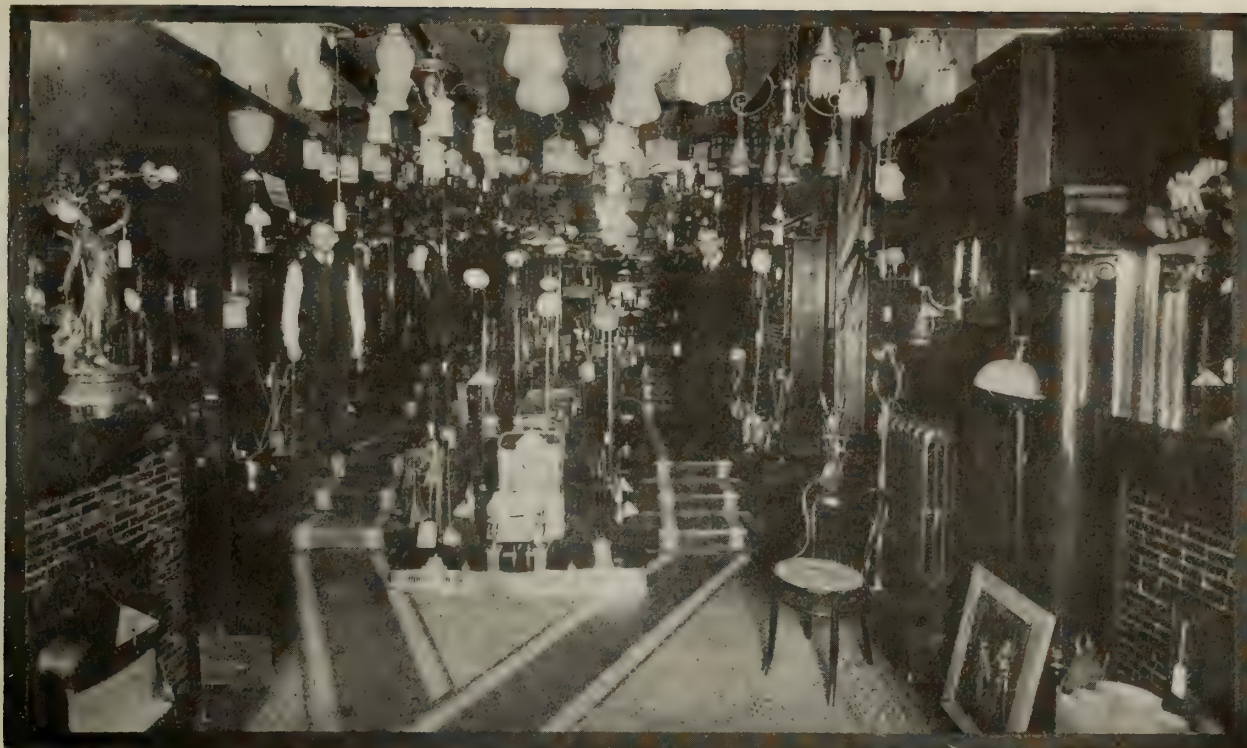
"Two of the screwholes in one of the butts have not been countersunk."

himself and ordered it sent down to his house about a mile away. He happened to order the rake just at a time when the delivery man was on a trip in the direction of this customer's house. Despite the fact that we told him that the driver was out on a trip he insisted that we send the rake at once, as his man wanted to rake up some refuse that had been left after the snows of winter had disappeared. Had I refused I would probably have lost his account entirely. I sent a boy with the rake. About an hour later, our friend got busy on the phone and said that there was a knot in the rake handle. He had not noticed it when he selected the rake, but new goods shouldn't have knots in them, so we must send him another one at once. Now what would you have done had you been in my place, refuse and lose this man's account—a very large one because he owns a lot of property and buys

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"There's a knot in that rake handle."



Interior Barton Netting Co. display room at Windsor, Ont.

Salesmanship—Everybody's Occupation

Every Man a Salesman—The Success of Any Man Depends Upon How Perfect a Salesman he is—Every Man Should Know Best How to Cope With His Own Situation.

By ROBT. E. ZANNOTH, Secy. The Barton Netting Co., Ltd., Windsor, Ont.

BE he what he may—a manufacturer, a merchant, a mechanic, a preacher, a doctor or a lawyer—in a greater or a lesser degree every man is a SALESMAN. The manufacturer must endeavor to sell the article he makes, the merchant his wares, the mechanic, the preacher, the doctor, and the lawyer, the services they are capable of rendering.

The success of any man, therefore, depends upon how perfect a salesman he is. Of what benefit would Thos. A. Edison's many inventions have been to the world had not sufficient salesmanship been exercised to market the same, and perhaps only Mr. Edison could tell of the struggles he had to do so before the world had confidence in him and knew him to be the greatest inventor of all times?

The secret of true salesmanship in a man is the power to make profitable, but also permanent, patrons. I wish to emphasize the word "Permanent." Almost any man can effect a sale, either of his goods or his services, but if the article sold or the services rendered do not

give his patron satisfaction, the patron will refuse to purchase more of such goods or will discharge the employee, or will not return to the doctor or lawyer. Therefore, in spite of the fact that he had effected a sale, he neglected the most important and necessary thing for the success of his business or his own career by neglecting to make his patron a permanent one. This is a great thought and if every man would grasp it in its broadest sense, this world would be a better world.

Permanent patrons are an absolute necessity, and such patrons are of only one kind, and that is the SATISFIED KIND. Their wagging tongues are your best advertising. You can spend thousands of dollars in advertising campaigns, in newspapers and otherwise, and every statement you make therein is subject to discount by the reader thereof; but the advertising you get from your satisfied customers is not discountable, and I contend, therefore, that it is the very best kind of an advertisement to ABSOLUTELY SATISFY YOUR CUSTOMERS, even if you lose money on sales.

In our own business we have long ago adopted this policy: Should a customer return an article to us with which he is not satisfied, we absolutely do not argue with him. We ask if he wishes anything else or his money back, and we cheerfully do either. Occasionally someone takes advantage of us, but I have made note of such cases, and in every instance we benefited thereby. He may leave the store and think, "Well, that's the time I put one over on those folks, but, say! they're quite decent about it," and when he meets a friend his little "talking instrument" gets busy at once and he and his friend will come again when they need something in our line.

This is the age of the survival of the fittest, and there is before us a truth that we cannot get away from, namely: "He who serves best, profits most," and as this is a natural law, it always holds good. The merchant in your block who serves his customers best, gets the most trade, and the man who serves his employer best is the man who advances most rapidly (not the man who merely thinks he does, but the man who ac-

tually does). Good service on the part of any institution or salesman is impossible without **Ability**, and ability is impossible without **Knowledge**. Therefore, it behoves a salesman to get busy and learn everything he possibly can about the goods he sells. He should be able to reveal new points and characteristics of the goods to his customer and interest him so thoroughly in the course of his selling talk that the customer gradually feels a keen desire to own that article. When the customer is in such state of mind it is only a matter of detail to write the order.

"Man! Know thyself":

"Man! Know thy Goods":

"Man! Know thy Customer,"

are three thoughts worth remembering. To be thoroughly efficient a man should search himself, get acquainted with himself, and when his weaknesses become apparent, a process of elimination should begin. Those qualities within himself which tend toward failure should be eliminated and success qualities should be substituted. Make the man right and his undertaking will be right.

To know your customer is of great value in effecting a sale. This is an accomplishment obtainable only through hard study of human nature and constant application, but I have found it a great help to just engage the customer in a little conversation on current events or some subject of mutual interest, and I find invariably that in a few minutes the customer has in a measure revealed himself to me.

Another valuable characteristic which every salesman should possess is Reliability. Under this head can be briefly classed: Truthfulness, Honesty, Earnestness, Justice, Courage, Brotherly Kindness and Loyalty. These characteristics properly developed cannot help but make for reliability, and what employer is it who does not earnestly seek the reliable man, the one whom he can trust absolutely?

Endurance also is beyond a doubt a highly valuable asset in a salesman. Discouragement will come, but endurance will overcome any obstacle.

All these characteristics, coupled with **action**, certainly will show results, and it remains for the salesman to cultivate and develop his A-R-E-A (ability, reliability, endurance and action).

Now, in regard to salesmanship as applied to the electrical business, I wish to say that this field offers exceptional opportunities. I can only speak from the standpoint of the electrical fixture business and appliance business, and any remarks I may make here can be discounted as to their applicable value in other business institutions.

One of the most important things to

remember is, that in order to show electric fixtures properly and attractively a good environment is necessary. Electric fixtures are more or less of an ornamental nature, and are not only used for lighting, but also for beautifying purposes. Then if this is true, is it not folly to try to make a showing of them in a dirty, dust-covered room, with a poorly-constructed and soiled ceiling? I have seen a great many electric fixture show-rooms, but I must confess that I never saw so much poor judgment exercised in the equipment of any other sales-rooms as I have seen carried out in the equipment of electric fixture show-rooms.

I say it is necessary to have environment. It is necessary to have surroundings that would perhaps suggest the home, or, at any rate, appeal to the eye of a prospective buyer. A rug near the front of the show-room, a table and some chairs and, by all means, a clean floor and ceiling. I would suggest dark green

or dark red walls. Side brackets make the best showing on such background.

The fixtures should hang a uniform height from the floor. We hang them six feet eight inches and suspend them from individual screw hooks on proper lengths of jack chain. This makes the neatest display which I have seen.

We realize the importance of a well-arranged display. Injecting into the mind of a visitor to our store an idea regarding the lighting of his home or place of business is our aim in displaying the fixtures as we do. When such a silent suggestion occurs to him, he begins to ask questions, and immediately an opportunity is presented to exercise salesmanship.

We also realize the importance of the window displays and take great pains in executing them neatly. It is absolutely necessary, in order to make a good impression on the passer-by or the possible looker-in, to have no sign of shiftless-

(Continued on page 153.)



"Always remember the success of any man depends on how perfect a salesman he is."

NEW C.P.R. TERMINAL

Windsor St. MONTREAL

STAFF ARTICLE

Another of the Big Jobs Recently Completed in Canada

DURING the past year a number of articles have appeared in this paper descriptive of some of the large undertakings in Canada, in which enormous quantities of hardware have been used. The average hardwareman is sometimes liable to forget that at all times there are great works under way in Canada, and that in many cases the hardware bills run into many thousands of dollars. A five, ten or fifteen thousand-dollar order for hardware for one job seems like a large amount to the average hardwareman, but it is not at all large to the men who go after the big business. It is impossible to undertake extensive operations in any direction without using immense quantities of hardware.

The new Canadian Pacific Railway Co. terminal, Windsor Street, Montreal, recently completed, is one of the "large jobs." The work of rebuilding the station has taken nearly three years, and it is now the premier railway station in Canada. A description of the extent and capacity of the C. P. R. headquarters will no doubt prove interesting to Canadian hardwaremen, and at the same time give an impression of what must have been needed in the form of hardware to complete the terminal.

In addition to being a railway terminal, it also contains the head offices of the company. The main buildings of massive grey stone blocks are of substantial construction, and with their great height, which is still further in-

creased by the huge square tower on the south-east corner, afford a landmark from a radius of many miles around.

Accommodation Features.

The midway or concourse has excellent natural light secured by means of large skylights. In the sheds which are a little over 1,000 ft. long, there are eleven tracks, and on the roof over the centre of each of the latter, ventilators carry out into the atmosphere all the objectionable smoke and vapors emitted from the locomotives.

The ceilings of the waiting rooms are all high, and the artificial lighting is from incandescent tungsten lamps, mounted on posts in clusters of six, with a larger centre lamp. The lamps are of 100-watt capacity, and are surrounded by spherical shades of white glass. At either end of the general waiting room are situated the ladies' and gentlemen's waiting rooms respectively. The decorations are plain and simple, but as most of the interior finish is of marble, the effect is altogether pleasing.

The dining room and restaurant present a very attractive appearance. The idea of the management is to give the very best of service and food, and to do so at a reasonable charge.

The baggage room is located to the

right, when entering the concourse through the main entrance on the corner of Windsor and Osborne streets.

Executive Offices.

The offices and executive departments of the

company are located in the upper storeys of the building block, while underneath the tracks in the train shed are to be found the huge vaults in which the vouchers and various records are kept.

The emigration quarters are also located under the tracks and face St. Antoine Street. As the ground on which the terminal is built slopes toward this street, these rooms have natural window light. The Chinese apartments are separate from those of other nationalities because of their being subject to a head tax. Inmates of this section are, of course, under strict supervision.

The main portion of the building is three storeys high, from which the main tower rises to a height of eleven storeys above the level of the concourse. However, as you go nearer to St. Antoine street, two storeys more are gained by reason of the sloping ground, and those are known as floors A and B. The level of the concourse is approximately that of Windsor Street, at the intersection of Osborne Street. Two huge elevators receive the public at the St. Antoine Street entrance and bring them up the two storeys to the level of the concourse. When once in the station, its real beauty and immensity impress and create a desire to see and know it further. To get familiar with the more or less hidden



C.P.R. Headquarters and Terminal, Montreal, showing frontage on Winsor and St. Antoine street.

mechanisms which contribute to the smooth operation of the various sections, and to more fully comprehend the immensity of this the headquarters of our premier railroad corporation, the power plant must next be visited, for the power units and accessories that supply the energy to this great terminal are rarely to be found either in such quantity and variety under one roof. In addition, their up-to-dateness and high-class nature are such as appeal to even the uninitiated.

The Boiler Room.

In the boiler room is installed a battery of three 400 horse-power water tube boilers, each equipped with superheaters and containing 144 4-inch tubes of 4,000 sq. ft. heating surface. The grate area is 86 square feet, and the boilers are operated under natural draught. The stack is of white brick, and 220 feet high; the inside diameter at top being 12 feet, and the outside diameter 16 feet.

The three boilers are equipped with

stokers of the chain grate type, manufactured by the Green Engineering Co. of Chicago. Two simple 5 in. x 5 in. steam engines operate the grates.

Coal and Ash Handling.

Coal is brought to the power house in standard coal cars and is dumped into huge bins, in the bottom of which are hopper-shaped openings. Out of these hoppers the coal is passed through the slide gates into the chutes. The slide gates measure out one-half ton of coal at each operation. The coal passes down the chutes and is delivered to the grates. Ashes are automatically dumped from the fire box into a concrete bin at the rear of the boilers. From this bin, they are raked out through passage-ways into dumping trucks running on a track at the rear. These trucks are run on to an elevator operated by the city water pressure, and are raised up to the ash receiving bins where the truck is dumped. The dumping is accomplished by a special lever, being easily handled by one man. The ashes go into receiving bins, from whence they are loaded through chutes into freight cars to be used for ballasting and filling in on the road construction.

The Tunnel.

The boiler room is situated at some little distance from the engine room; steam is, therefore, conveyed to the engines through a tunnel, some seven feet square, for a distance of seven hundred feet. There are four pipes through the tunnel; one of 8 in. diameter heavily insulated carrying the super-heated steam. A similar pipe runs immediately below it carrying saturated steam to be used in the event of a break down in the super-heating system. A heavily insulated 10-in. pipe carries the exhaust steam back to the feed water heater, and a well insulated 4-in. pipe carries the



Train shed at night looking from concourse.

hot water of condensation back to the feed water heater.

The idea of super-heating the steam was to be able to carry it through the tunnel and deliver it to the engines dry and without reduction in pressure.

Elevators.

There are thirteen elevators in the building which operate from hydraulic pressure supplied from the pumps in the engine room.

Ice Making.

The artificial can ice-making plant is capable of freezing 25 tons of ice per day, the latter being used in the dining and lunch rooms and dining cars.

Pipe-Coloring Scheme.

The vast quantity of piping in the boiler and engine rooms would render it often very difficult to locate or trace particular lines. Thus, a color scheme has been introduced, and this is followed to a great extent throughout the building. A yellow pipe carries live steam; a black pipe, exhaust steam; a blue pipe, hot water; and a red pipe, cold water. The heavy cork insulation on the brine piping is also painted black, as for the exhaust piping, but on account of the lay-out no confusion is caused.

The Heating System.

The whole heating system is on the vacuum principle. The steam employed is the exhaust of the various engines, and on cold days this is supplemented by boiler steam passed through a reducing valve. The steam passes into the main exhaust header, from which all steam heating lines lead. At night, when but few of the engines are running, the heating system depends largely on the boilers for the source of supply.

The Ventilating System.

The problem of ventilation was a dif-

ficult one, and the very efficient system installed certainly reflects great credit upon the designers. Several large fans are employed. They are of the multi-vane type and arranged so that the air is thoroughly screened as it is taken from the atmosphere. The ventilating system can really be divided into three small systems. In each of these, the air is heated before being washed, and again reheated after washing to 70 degrees Fahrenheit.

Electrical Apparatus.

The applications of electricity are many and varied, and numbers of devices involving them are being installed at the present time. Throughout the building, clocks are distributed, which are controlled electrically by one master clock. This ensures all clocks being always absolutely correct.

One man is enabled by an electrical

announcer to inform people in all parts of the station as to the arrivals and departures of trains, and such other information as may be necessary. The announcer merely speaks into a transmitter and his voice is reproduced in various places over the building. This announcing apparatus is placed in all parts of the concourse, waiting rooms, dining room, and restaurant.

The switching and signal tower at the entrance to the yards is able to control the yard entirely by electrical devices. The switches are opened or closed and all the signals manipulated by the proper switches being operated in the little tower. A model plan of the yard is located in the tower, and on this plan a bright electric glow shows the particular section of the track on which a train is standing. Thus the switch man has at all times an accurate and complete

(Continued on page 159.)



General Waiting Room showing statue of Lord Mount Stephen.



Corner of Ladies' Waiting Room.



Concourse looking south toward St. Antoine street. Waiting rooms and ticket offices at left. Train sheds and tracks to right.

In the Spring a Housewife's Fancy

Lightly Turns to Thoughts of Housecleaning — What She Needs to Carry Out Her Programme—What it Means to You—Aids to Selling—Importance of Advertising Housecleaning Goods in the Spring.

Written for Hardware and Metal by E. A. HUGHES.

SPRING is here. We feel it in the air. We see signs of it in backyards. The army of rag-pickers has greatly increased during the past two weeks. The busy housewife is preparing for the time-honored custom of house-cleaning. Hardwaremen are advertising vacuum cleaners to rent, and painters and paper-hangers are beginning to show their independence.

Very soon we shall be made aware that spring is really here by the crop of spring poems. The paragrapher has been languishing for spring to come so that he could make a joke at the expense of the poet, and quote for the "nth" time, "In the spring a young man's fancy lightly turns to thoughts of love."

This is all very well. Possibly the young man's fancy does turn in that direction. But not so with the housewife nor her husband. Their thoughts turn to—spring cleaning. The housewife goes to the store and brings back an array of brooms and mops and powders and pastes, and puts on a dust cap. That dust cap is the signal for the husband to imitate the Kaiser and—retreat. If he is wise he takes note of the signs of the times. To the housewife house-cleaning is a festival. It is a solemn rite and ceremony. It is a time for a splendid orgy of reformation. Let our husbands watch for that dust-cap. Just as the Germans think of "Der Tag," the housewife thinks of it too. With her "Der Tag" is the day she commences to sweep her husband out of house and home until such time as every bit of dirt shall be cleaned out from every nook and corner. Then she lets him sit in the parlor again, but enjoins him with all earnestness, not to sponsor a single speck of dust or woe betide him.

What Is It to You?

How are you going to take advantage of the housewife's campaign against dirt, Mr. Retailer? All the women in Canada going hot and strong in a house-cleaning

direction ought to mean trade for somebody. Brooms and mops have to be bought. Pastes and polishes and cleaning powders must be applied. The housewife no longer depends for good results upon lots of energy expended. There are artificial helps galore. The old days of the mop, the broom, the dust pan, and the soap only have gone. The modern housewife demands these and more. She has as big an array of pastes and polishes and powders for house-cleaning as Blanche Ring has of cosmetics. We mention a few of them. They do not supersede the old mop and dust-pan and stove polish and such. They supplement them. Sweeping powder, liquid and powdered ammonia, all sorts and sizes of mops—window mops and floor mops—floor polish, silver polish, brass polish, wood polish, distemper, wall paper cleanser—in short, cleansers in some form or other for every mortal thing about the house will have to be bought. Then there are vacuum cleaners, carpet sweepers, carpet beaters, etc. Are you going to get your share of the harvest? What is it to you? How are you going to avail yourself of the extra trade? Somebody once said that the opportunity of a life-time must be seized

in the life-time of an opportunity. How are you going to seize it?

Special Selling Methods.

The first thing is some sort of advertising, either newspaper advertising, or show cards, or both. It is axiomatic that nothing worth having was ever gained without cost to somebody. To get the trade you've got to get out after it, and lay out some money to make more. Advertising in the local newspaper is important. It should not be neglected. There is a tendency to cut down expenses on account of the war and a man is liable to cut down the very sort of expense that is really money well spent. When you quit advertising, that is effective advertising—somehow, it doesn't matter how—you kill the goose that lays the golden eggs. And incidentally, goodness knows we need all that kind of goose we can get nowadays. A bright topical ad. in the local newspaper is an important item in your campaign in going after this trade. It needs to be interesting, well worded and containing some topical allusion to the period of housecleaning.

Show card writing is an important feature too. The appeal to Eyegate is as strong to-day as ever.

Catch a man's eye and you are half-way to his pocket. Good show cards are a real help. You can't reach all your customers, personally it may be. Then you've got to reach them by the written word. Bright show cards will help to do the trick.

Importance of Window.

The window is, of course, a big factor. A good housecleaning window trim is a big selling force. One dealer suggests, in this connection, that the window should contain as many housecleaning lines as possible. This would appear to be sound sense. The power of suggestion of a window containing twenty aids to housecleaning is greater than that which simply





An original and particularly neat house-cleaning window trim. The house on the left was made of goods in stock the roof being constructed of advertising cards.

displays, say, a line of brooms, or one particular polish. Your window is a silent salesman of the most valuable sort—if it is properly dressed.

The inside of the store should be re-arranged, where possible, to meet the general scheme of special selling. You are going hard after the trade that is to be had on account of housecleaning. It isn't only the window alone that should be dressed accordingly. Your polishes and powders should be attractively featured, and prominently featured, in the store interior. Bring a tray of scrubbing brushes near to the counter where your customers will stand, instead of keeping them at the back of the store. A rack containing all sorts and sizes of brooms ought to stand near the door. And so on.

A good stunt alike for the window or store interior in connection with some polish or powder or paste is the "before and after" illustration. Retailers have found that this is really beneficial. It is an attention-attracting dodge. Get a pot or pan or piece of wood, and demonstrate on the one half, "Before Polishing," and on the other "After Polishing." The

housewife becomes interested and wants to prove it for herself.

By Word of Mouth.

It is hardly necessary to point out that much can be done by the salesman himself. If a woman comes in to buy a mop the grocer ought to count those minutes lost in which he does not secure an order for some accessory, some polish or powder. The average customer may not think she needs it. But it's up to you to prove to her that she does. Does she want a dust pan, sell her that and, in addition, some furniture cream. Does she want a broom, sell her a broom, but don't let her get away without some wall-cleanser or something else. If every customer who comes into your store goes out with something more than she intended to buy when she came in, you are going to get over the effect of the war, and that mighty quickly.

It's up to the dealer. They say women can talk. Well, here's a chance for men to get their own back. Talk house-cleaning judiciously to every woman who comes into the store. And if you don't get a good share of the house-cleaning trade human nature—or rather,

woman nature—is altering. And that doesn't seem feasible. There are some things go on for ever.



AN EXCELLENT TOOL WINDOW.

(Continued from page 131.)

to secure photographs of the best windows obtainable for presentation to readers, and who offer suggestions and cash prizes for the purpose of helping along the art of window trimming.

Any merchant who studies the value of the premises in which he does business must realize the great value of the show window if it is properly used. Much credit is due to the many hardware clerks who are constantly striving to make themselves better window trimmers. Very often the window trimmer thinks that his is a thankless job, but he should keep on gradually improving himself for a bigger job, where his services will be appreciated. The hardware clerk who keeps his mind in his work, who is courteous to customers, and who can trim a good window, need not be out of work.

How Hardware Goods Are Made

Second of a Series Showing How Hardware Goods are Made and Sold—Representative of Hardware and Metal Pays a Visit to a Silver Plant and Describes the Manufacturing Process of Silver-Plate.

THE making of a silver spoon—small enough, comparatively—entails something like thirty separate processes, an infinite deal of pains, expert workmanship—and, apparently, the patience of Job. No wonder silver-plate costs money! By the courtesy of the Canadian William A. Rogers Co., Toronto, Hardware and Metal was allowed to see the making of the spoon from the metal stage to the finished product which sells in the shops, and give a description in order that the salesman who sells silver-plated ware may know what he is selling, why it costs so much to the purchaser, and the essential differences and distinctions which influence that price.

To begin with, it is useful to know how different lines sell at different grades. This depends to a certain extent on the metal used. All of it is nickel, but it may be 10 per cent. or 18 per cent. or 21 per cent. nickel. The metal is known as the base—an eighteen per cent. base, for instance. In an 18 per cent. base, there is 18 per cent. of nickel; 60 per cent. of copper; and 22 per cent. of spelter. In 21 per cent. base there is 21 per cent. nickel; 60 per cent. copper; and 19 per cent. spelter. In 10 per cent. base there is 10 per cent. nickel; 60 per cent. copper; and 32 per cent. zinc. The 10 per cent. is cheapest, thus proving that it is the nickel, the amount of the nickel in the base which determines the price. The copper, as will be seen above, remains stationary, and there is more zinc in the cheapest metal, and least in the dearest.

The first process is known as blanking. Twelve or fifteen feet of nickel silver is run out through a press and over a die which cuts out the very rough shape of what will be two spoons. These shapes are, necessarily, very rough, and dovetail the one with the other. The dies used, of course, differ according to the size of the spoon to be cut. The two ends of the block of metal representing the two bowls are then rolled across the bowl—or “cross-rolled,” which widens the bowls.

The metal is then taken to the pickling room, in order to be softened. After this, the metal is half-rolled, and later, full-rolled, the latter on a different grade. These processes elongate the metal to the desired length of the spoon, although the outlines are still

rough, and unshaped. Simply the approximate dimensions are fixed by the rolling processes.

This “double spoon,” for we are dealing all the time so far with the block of metal containing the outlines of two spoons, is taken from the grade rolls and cut out, which is done by placing the metal between a steel die and a solid block in a machine, which block is jammed down hard upon the metal. The metal is cold, and the cutting has made the metal rough, and the edges hard, so it is softened up again.

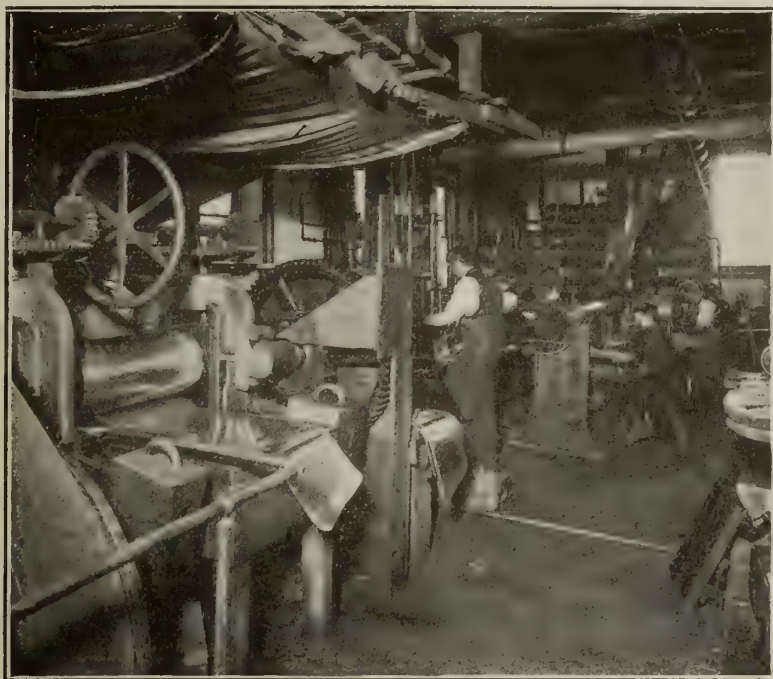
It is then placed in a drop hammer machine, with a die at the bottom and a press at the top, and shaped, the various curves being given in this process. This may be said to be the first part of the making of a spoon. The spoon is then shaped; the lines are fixed; the bowl and the handle are all as they will be so far as shape and size are concerned. It remains now to make the article beautiful. So far, it is merely useful. But it has no burnish, no gloss of any sort. It is a mere utensil, and looks pretty much like a dirty piece of tin.

The next operations take really longer in the aggregate than the actual making

of the article itself. The name is stamped on the handle. This is a hand process, and is done by the pressure of a stamped die upon the spoon. The next process is that of trimming. This is done by holding the spoon—now one only—on an emery belt which is revolving all the time, lathe-fashion. The friction and the quick contact with the emery belt removes all rough edges. The finishing further progresses by a method of removing all surface marks—any tiny scratches or discolorations which have accrued in the early stages. It is known as sand-buffing. The operator takes a quantity of black sand and chafes the spoon in the sand, till it is quite smooth. This process is a quick one. The operator seems to just give one or two rubs, but they must be mighty hard ones, because the marks on the spoon before he does this are many, and after he has finished, they are all gone. But he seems to throw a good many of them into a basket at his elbow during the course of fifteen minutes. Then comes black grease buffing. This, too, is a hand process. A wheel spins round, covered by a substance known as tripoli, against which the operator holds



View in Burnishing Department.



View in Rolling and Stamping Department.

the spoon. The effect is to give the spoon the requisite surface for plating, which is preceded by a washing in fine soap suds, or a sort of whale oil. The suds are boiling hot, and any surface faults which may not have been remedied by the buffing process are caught by the washing process. That may be said, roughly, to complete the purifying process, inasmuch as the word refers to impurities and faults of shape, and roughness and so forth. Later on, as we shall see, there is a further purifying process—in fact several—but they deal with the adherence, in different stages, of various elements and acids.

Learning Chemistry Over Again.

The next stage, that of the actual plating work itself, was interesting for itself, but doubly so because it concerned itself with chemistry. Once upon a time we knew that $K.C.L.O_3$ was potassium permanganate, and that $H.N.O_3$ was nitric acid. But we had forgotten it, till we re-learned it from the operators the other day.

The spoon, which, you will remember, had been through hot soap suds was now put into a very strong solution of potash. This was done by suspending several rough spoons from a rod by means of a wire, over the bath which contained potash and immersing the spoons. Its purpose was to remove definitely and finally all grease. Apparently, silverware manufacturers leave nothing to chance. They believe in being thorough. This is the second operation to remove grease. The rod is then removed bodily

and the spoons are immersed in cold water, to rinse off any stains that may have been on the spoons as a result of the potash.

Back to the Water.

To make doubly sure of this again, a bath of potassium cyanide is used. It counteracts any effects of the potash. A cold water tank is next used to remove

the cyanide stains. Next comes the acid dip. The tank is filled with a mixture of sulphuric and nitric, and is used purely for cleansing purposes. It takes away anything that the elements may have left, and leaves a soft and clean surface. Once more, the rod from which depend the spoons is taken out and immersed in cold water. After every process, cold water is used. Always the spoons are "washed."

Then comes the Mercury Dip. The spoons are dipped into a bath containing strong solution of mercury. This prevents the metal spoon being left in such a state by the reaction of the acids that it will oxidize, and also as an agent in making the silver, which comes later, adhere to the metal. Once more, back to the water. Lloyd George is always talking "Back to the Land." With the silverware manufacturers it is a case of "Back to the Water."

Making Metal Into Silver.

Now we come to the actual plating itself. The processes leading up to it are many, but it is said that not one of them could be dispensed with. The spoons are dipped into a bath containing the "strike" or "starter," a strong silver solution which gives the metal a quick deposit of silver. The spoons are taken out and placed into what is called the silver-plating vat. The operator is careful that each spoon, as it is submerged in the solution, is away from every other spoon. The regulating electric clock is started, so that the operator may know just how much silver is being communi-

(Continued on page 149.)



Hard Metal and Burnishing Department.

Mac's Christmas Greeting
To Our Patrons and Friends — We extend our sincere wishes for a Merry Christmas and all our health and prosperity throughout the coming year.

4 YEAR COOKING SET <p>Includes: 1. 4 Quart Saucepan, 2. 4 Quart Kettle, 3. 4 Quart Stewpot, 4. 4 Quart Casserole. Price \$1.75 to \$2.75.</p>	Purchase Your Xmas Gifts Here <p>The Store for Selection and Quality</p>	4 YEAR AND MORE SET <p>Includes: 1. 4 Quart Saucepan, 2. 4 Quart Kettle, 3. 4 Quart Stewpot, 4. 4 Quart Casserole, 5. 4 Quart Dish. Price from \$4.00 up.</p>
SAFETY KITCHEN AND STEAM COOKERS <p>Price \$1.75 to \$2.75.</p>	Universal Food Chopper <p>Price from \$2.00 to \$3.00.</p>	FRUIT PRESSES <p>Price \$1.00.</p>
A Bread Mixer <p>Price \$3.00.</p>	Asbestos Sled Irons <p>Price \$3.00 per set.</p>	PERFECT TEN KETTLE <p>Price \$1.75 to \$2.50.</p>
Stoves, Kettles and Stands <p>Price \$4.00.</p>	Gifts for Men <p>Price \$2.00 to \$3.00.</p>	Ranges <p>Price \$10.00 to \$15.00.</p>

The Progressive H. J. McLEAN Hardware Store

Advertisement of H. J. McLean, Grandview, Man., showing how Hardware and Metal electros have been used.

A Partial List.

Following is a list of a few of the firms that have purchased Hardware and Metal electros for use in newspaper and catalogue advertising:—

The J. H. Ashdown Hardware Co., Winnipeg, Man.; The Keewatin Hardware Co., Keewatin, Ont.; H. P. Morgan, Montreal; The Glover-Rice Co., Vancouver, B.C.; The Northern Hardware Co., Edmonton, Alta.; Woodward Department Stores, Vancouver, B.C.; Purdom Hardware Co., London, Ont.; L. McQuait & Son, Lachute Mills, Que.; Revilion Wholesale, Ltd., Edmonton, Alta.; W. A. Rankin, Ottawa; The Day Hardware Co., Red Deer, Alta.; T. I. Thomson & Co., Owen Sound; Turnbull & Cutcliffe, Brantford, Ont.; H. H. Otton & Sons, Barrie, Ont.; A. N. Fenn, Parry Sound, Ont.; C. P. Moore, Sydney, N.S.; J. G. Hallson, Kamsack, Sask.; W. Magladery, New Liskeard, Ont.; G. A. Govier, Eyebrow, Sask.; Peter Groux, Megronne, Sask.; A. L. Shiells, Kincardine, Ont.; Cochrane & McKay, Russell, Ont.; Thos. Young, Harriston, Ont.; The Manitoba Hardware Co., Man.; W. C. Auld, Youngstown; Drake Hardware Co., Victoria, B.C.; Andrew Fraser, Ogema, Sask.; Moose Mountain Co., Stoughton, Sask.; W. W. Cooper Co., Swift Current, Sask.; Thos. Beattie, Compton, Ont.; H. C. Bonathan, Newcastle, Ont.; J. Butchart, Plumas, Man.; Wm. Anderson, Melville, Sask.; A. A. Menely, Maple Creek, Sask.; M. E. Nixon, Milton, Ont.; Carter Bros., Picton, Ont.; The Newton Advertising Agency, Victoria, B.C.; The Minto Packet, Minto, Man.; Paul & Rutherford, Simcoe, Ont.; Dakin Bros., Digby, N.S.; A. E. Fee, Killam, Alta.; R. H. Bradfield & Co., Morrisburg, Ont.; G. McLaren, Port Elgin, Ont.; Liesimer & Co., Mildmay, Ont.; H. P. Naylor & Co., Melfort, Sask.; J. Henry & Son, Orono, Ont.; J. D. Smith, Richmond, Que.; H. J. McLean, Grandview, Man.; E. Miller, Aylmer, Ont.; Thos. Johnson Co., Summerside, P.E.I.; Smith & Shaefer, Bol-

ton, Ont.; Bernhart & Spalding, Preston, Ont.; The Baxter Hardware Co., Windsor, Ont.; Wanless Hardware Co., London, Ont.; Fenn Hardware Co., Galt, Ont.; J. T. Smiley, Woodstock, Ont.; Wm. Lawrie, Forest, Ont.; Hunter & Casselman, Morrisburg, Ont.

The advertisements accompanying this article have appeared in Canadian newspapers, and although the cuts shown are very small compared with the size of the original ads, they will serve to show how some firms are making use of the electros.

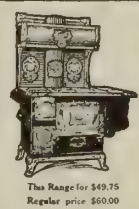
Ashdown's, Winnipeg, in featuring their "Saturday Savings at the Big

Hardware," used electros to feature kitchen saws, rules, axes, razors, razor strops, shaving brushes. Prices are quoted on each article. The advertisement also features many other lines. The electros, in addition to illustrating certain specified lines, help to give the advertisement a distinctly hardware appearance.

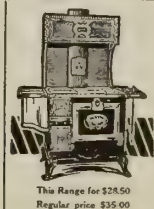
H. J. McLean, Grandview, Man.—This advertisement was used last Xmas to feature Xmas gift suggestions. All the electros were supplied by Hardware and Metal. In this advertisement is used a "Be Loyal to Your Own Community" cut. Many hundreds of these were sold by Hardware and Metal a short time ago. The advertisement is one that would attract attention, although the ad. would probably have been more effective if a more detailed description had been

BIG REMOVAL SALE

GENUINE BARGAINS



HAVING purchased the Hardware business of Smith & Gaetz we will move into their premises about March 1st. We want to move just as little of our stock as possible, and in order to accomplish this quickly we are offering the most extraordinary reductions: all through our large and well assorted stock. You will want to buy at the prices we are offering.



ALL RANGES, STOVES and HEATERS REDUCED

Exceptional Values in Sad Iron Sets <p>Regular \$1.75 for \$1.15 Regular 2.00 for 1.35</p>	Handled Axes <p>Reg. 1.00 for 70c.</p>	Galvanized Pails <p>Regular 35c for 25c Regular 40c for 30c Extra heavy, reg. 75c for 55c.</p>	O'Cedar Mop <p>25c Bottle of Polish FREE with every 1.25 and 1.50 Mop.</p>	Scissors <p>15 per cent off</p>	Hack Saws <p>Regular 1.25 for 70c.</p>
Nickel Plated Tea Kettles <p>Regular 1.90 for 1.35</p>	Wash Boilers <p>Galvanized, reg. 1.25 for 95c Copper bottom, 3.26 for 2.36 All copper, reg. 5.50 for 4.15</p>	Egg Beaters <p>10c.</p>	22 Shells <p>U. M. C. Smokeless, 5 boxes for 1.00</p>	Horse Clippers <p>Regular 10.00 for 8.50</p>	Maydole Hammers <p>75c.</p>
Lanterns <p>Regular 1.00 for 70c.</p>	Pudding Dishes <p>Regular 25c for 15c.</p>	Spoons <p>Regular 15c for 10c.</p>	Pocket Knives <p>At prices that are bargains</p>	Vises <p>This style greatly reduced</p>	Wheelbarrows 4.50
Here IS A Bargain WRINGERS <p>Regular 5.00 for 3.45</p>	Double Boilers <p>Blue and White Regular 1.25 for 95c Regular 1.50 for 1.18 Regular 1.75 for 1.35</p>	Scrub Brushes <p>Your choice 20c.</p>	Razors <p>Regular 2.00 for 1.25</p>	Manure Forks <p>10 per cent off</p>	Wrenches <p>15 per cent off</p>
Bread Mixers <p>4 lead Reg. 2.50 for 1.95</p>	Food Choppers <p>Regular 1.75 for 1.25 Regular 3.00 for 2.35</p>	Mops <p>Regular 25c for 15c.</p>	Flour Sifters <p>Regular 25c for 15c.</p>	Meat Saws <p>Regular \$1.50 for 95c Regular 60c for 40c.</p>	Padlocks <p>Regular 60c for 35c.</p>
			Wash Boards <p>Glass, brass or enamel, regular 60c for 40c.</p>	Braces <p>Reg. 75c for 50c Reg. 1.25 for 85c Reg. 3.00 for 2.20</p>	Hair Clippers <p>Regular 1.75 for 1.35</p>
				Curry Combs <p>15c.</p>	Pliers <p>Black 35c, nickel plated 45c.</p>

GREAT BARGAINS IN ALL STANDARD LINES OF GRANITWARE

Disston's Saws <p>Regular 2.25 for 1.85 Regular 3.00 for 2.35</p>	Grinders <p>Reg. 2.50, 3.50 and 7.50, for 2.00, 2.90 and 6.15</p>	Watch Our Windows for Bargains <p>They will be worth while</p>	More Specials Here <p>Wire Fence, all No. 9, 5 wires high, special 25c per rod</p> <p>FREE</p> <p>We will give 6 Bricks Free with every Foot Warmer sold</p>
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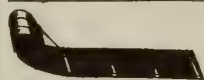
THE DAY HARDWARE Co.

Gaetz ave Red Deer

Full page advertisement of the Day Hardware Co., Red Deer, Alta., showing how Hardware and Metal electros have been used.

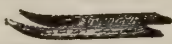
BARGAINS in HARDWARE at A. N. FENN'S

Prices quoted are good for Ten Days Only and subject to lines being sold out.



One only. Eight foot coasting toboggan, regular \$5.75 for \$4.00

Boys' Hardwood Sleighs and Baby Sleighs



These Must all be Cleared

Boys' Sleighs, regular 75c, for	85c
Boys' Sleighs, regular 90c, for	70c
Boys' Sleighs, regular \$2.00, for	\$1.45
Baby Sleighs, regular 2.00, for	1.50
Baby Sleighs, regular 3.25, for	2.50
Baby Sleighs, regular 4.75, for	3.75
Baby Sleighs, regular 4.25, for	3.25
Baby Sleighs, regular 7.50, for	5.00

Good Quality All Steel Curry Combs with Mane Comb on back.

Regular 30c, for 15c



Tungsten Lamps Pull wire drawn lamps



Shaft Bells Open Bells Back Bells Body Bells

All on sale at one quarter off regular prices

25 watt, 110 volts, sale price 40c

40 watt, 110 volts, sale price 45c

60 watt, 110 volts, sale price 50c

Cold Blast Lanterns Regular or Short Globe

Regular prices 75c and 90c. Sale price 70c



These short days you need a good reliable alarm clock. The Big Ben is just the clock to get you out early.

We have a good assortment of Flash Lights, also extra batteries for same. Special prices for ten days.



Steel Game Traps, with Chain. We have all sizes.

We also handle Bear Traps. Special prices for ten days.

Call in and see the goods. We are always pleased to show goods and quote prices. If we have not what you want in stock we will get it for you

HARDWARE A. N. FENN FURNITURE

Advertisement of A. N. Fenn, Parry Sound, showing use made of Hardware and Metal electros.

given of the goods featured. This ad was 6 col. wide and 10 inches deep.

The Day Hardware Co., Red Deer, Alta. This advertisement occupied full page space in a Red Deer, Alta., newspaper, featuring a removal sale. Thirty-five electros were used to illustrate goods offered in the special sale. This advertisement is well set up, and although a more complete description of some of the articles would probably have been an improvement, the advertisement is one that should attract and hold attention, and have the effect of causing many people to visit the Day Hardware Co.

Miller's Hardware, Aylmer, Ont., in an advertisement, single col. wide by 9½ in. deep, features food-choppers, cobblers' outfits, gloves and mitts, axes, curry-combs, tea-kettles and wringers. The ad is one that would stand out among the ads in the paper but it could have been improved by giving a more complete description of the goods advertised. For instance, in the case of the cobblers' outfit, readers of the ad

would be interested to know just what composed the 65 cent set, which in all probability included 3 lasts, a stand, hammer, shoe knife, 3 boxes of tacks, awls and handles, together with directions for half-soleing. It could have also been said that the purchaser of the set could do a great deal of repair work with the outfit and thus save considerable money.

G. Halliday & Sons, Ltd., Vancouver, B.C., used electros in their advertisements to feature a special sale. The ad here shown was 2 col. wide and 8 inches deep, and the goods shown were largely those in which the housekeeper is interested. Several lines of household goods are shown and brief descriptions are given of some of the articles offered for sale.

H. H. Otton & Sons, Barrie, Ont., used electros in their ad to feature a special sale conducted before stock-taking. This advertisement was 3 col. wide and 7 inches deep.

A. N. Fenn, Parry Sound, Ont., used electros to illustrate goods shown in an advertisement featuring a ten-days sale. Prices are quoted on nearly all the articles featured and this is an important feature that should not be overlooked. This advertisement would have looked better with fewer rules and a more uniform arrangement of the cuts. A thin line border would also have improved the appearance of the ad.

When a merchant uses electros in his advertisements and advertises certain lines of goods at stated prices, it is very important that all the clerks in the store should be thoroughly acquainted with the nature of the ad. and be able to wait on customers promptly when they ask for an advertised article.

The writer recently visited the hardware section in a large department store and asked to see an article which had been advertised as a special. I was surprised to find that the clerk who waited on me did not know that the article had been advertised, and he had to consult another clerk. This, of course, is an exceptional case, but it shows how careful employers should be to see that clerks are thoroughly posted regarding any goods featured in newspaper advertisements.

One merchant, who uses considerable space in the newspapers featuring special Saturday bargains in the Friday papers, gets the printer to pull up a sufficient number of advance proofs so that each clerk gets one. Extra proofs are also displayed in various parts of the store, so that customers in the store who may not have happened to notice the ad. in the newspaper will have it drawn to their attention in the store.

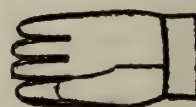
Another merchant, who each week ad-

AT MILLER'S Hardware



Ask to see the
Easy Cleaned
Food Chopper
Price \$1.50

Save Money
and buy a
Cobbler's
Outfit
Price 65c.



Gloves
& Mitts
for boys
and men



Hand-
led Axes
\$1.00 to 1.50

Curry
Combs
Brushes
See our
Special 25c
BRUSH



Nickle
Plated
Tea
Kettle
Price
\$1. to \$2.25

See our
Easy Run-
ning
Wringer
Price \$3 50
to \$4 50



Advertisement, Miller's Hardware, Aylmer, Ont., showing how Hardware and Metal electros have been used.

vertises "Saturday Savings" in the Friday papers, arranges to have one of the display windows dressed every Saturday with the advertised lines. A liberal supply of each line is shown and a neat

price card accompanies each article giving the price in plain figures.

In the same window a proof of the ad. appears, fastened to the plate-glass front with stickers. Every Saturday, and especially Saturday nights, many people call around to have a look at the "Saturday Savings" window display. This merchant links up his window with his newspaper advertisement.

The merchants who are making the greatest successes in their advertising to-day are those who are persistently at it, and not those who advertise spasmodically. Think for a moment of the huge mail order concerns and department stores, and also many of our most successful retail hardwaremen. There is only one explanation of their growth, and it is explained by the fact that day after day, week after week, month after month, and year after year, they have kept on and keep on seeking business. They are not waiting for business to come to them—they seek it. Some men say; "Oh, but look how cheaply these big firms can buy." Quite true, they may buy some lines at close prices, but if they had not kept on advertising and seeking business in every community, from every sort of people, their sales and their institutions would not be as large as they are to-day.

Many of these big firms, especially

mail order houses, have only one method of getting business: advertising—and only one kind of advertising.

They have no trading stamp schemes; they do not give away pianos or stoves, or conduct popular lady voting competitions, etc. Straight merchandising advertisements are their only means of securing business—and after all, can you think of sounder or more sane and business-like method of building up a permanent connection with your customers.

So long as a merchant refuses to admit the value to himself of persistent, consistent and continuous merchandising advertisements—just so long will his more aggressive competitors take business away from him. Advertising never was and never will be a game. It is an industry—an industry here to stay.



KEEPING THE BUSINESS FLAG FLYING.

By "Bypasser" in the Ironmonger.

At the recent dinner of the Sales Managers' Association, a number of members told how they had kept the business flag flying since the commencement of the war. Generally speaking, the methods consisted in avoiding as far as possible any reduction in the wages or numbers of the staffs of the firms in question, and the promoting of a feeling

of optimism. While in some directions business had declined, in others it had increased, and several speakers were able to report an increased turnover. An announcement was also made in connection with the "Never Forget League." About a dozen of those present wore a little bit of purple ribbon, which indicated a decision on the part of the wearer never to forget the men who had nobly responded to the call of their country, and to see that when they came home again work should be waiting for them. Several hundred people, it was said, had joined the League, and 30,000 copies had been distributed of a leaflet setting forth its objects. It is no more than just that those who are making money during the war should not forget those whose devotion enables them to do so; but why all this fuss? Why should these diners, arrayed in purple ribbons and fine linen, pat themselves on the back for doing what, in common decency, they are bound to do? I strongly deprecate this purple-ribbon business. It implies a general standard of ethics among business men which I, for one, am loath to credit.



There is often enough time spent in looking for an easy way to do a thing to get it all done in the more obvious way.

SPRING NEEDS ON THE FARM

This is the year farmers are looking forward to their biggest year's business. Now is the time to see that the little things are right and save loss and worry later. These few suggestions indicate the completeness of our stock. No need to order out of town. We save you money.

PHONE 17 **BROWN'S BIG HARDWARE STORE** WATSON



Pails for all Purposes

Milk pails, Sap pails, pails of granite, galvanized iron, wood, paper—we have them in all sizes and all materials, at prices ranging from ... to ...



Strong Garden Rakes

Extra strong Garden Rakes—useful for cleaning up spring rubbish and for work in the garden later. Handles are best selected hardwood and strongly fastened to rake. In two widths, at ... and ...



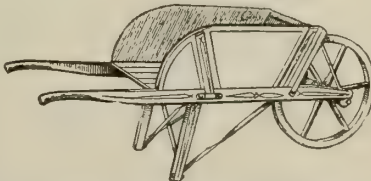
Winter is Nearly Over

and the steady coal fires will no longer be needed. You will need a good axe to split the summer's wood, as well as for odd jobs. Complete. ...



On the Job Early

is what counts in spring and summer. This reliable alarm clock will quickly pay for itself. It will call all the farm help on time every morning. Can be regulated to ring steady or "on and off." Price ...



Wheelbarrows—Removable Sides.
Strong, easy running, painted green ...



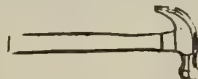
Don't Hunt for a Wrench

Have one on every implement where it might be needed. We have them for all purposes and in all widths and shapes. A little investment in this direction may save a big loss in time or breakage.



A Set of Chisels

42 only sets of chisels, each put up in neat wooden box; contains three of the most useful sizes of chisels, half-inch, three-quarter inch and one and a quarter inch; best quality, with leather-tipped, selected ivory handles, ...



Don't Putter With an Old Hammer

Get one of these thoroughly reliable claw hammers—the kind that serves every purpose. Best of steel and handles. A limited stock offered at ... each.



Manure Forks—Four or Five Times

A broken fork means waste time and effort. Good manure forks will cause every man to do his best work. Ours are specially tested steel with polished handles. Their strength is remarkable. Four times, ...; five times, ...

An advertising suggestion for retail hardware merchants showing how electros may be used. Prices can be inserted by the merchant. The electros can be purchased at 15 cents each by writing to Hardware and Metal electro department, 143,153 University Ave., Toronto.

Leaving the Beaten Path

Instances Showing How Retail Hardwaremen are Leaving the Beaten Path to Get Business—Going After War Office Orders—Story of a Square Roast Pan—Joke on a Traveller.

By C. M. Meyers.

IF ever hardwaremen were called upon to use their wits, and to get out and rustle for business, it is now. These are days when a man cannot sit down and wait for business. I was reading the other day about a merchant who bought a carload of eggs and placed them in his window for sale at a price two cents below the market. He lost about sixteen dollars on the deal, but at least one of the customers who came in to buy eggs spent a good many dollars on hardware. Strenuous measures are required to-day.

That started me thinking of the measures put into force by certain city merchants I have met since the war—not country merchants. They are better off if they have farmers in the community. It's the man in the city who requires to get away from the beaten track.

Putting on Locks.

Did you ever advertise a No. 90 dead lock in your local paper? Yes, at least, you've advertised locks. But did you ever advertise that you would put them on as well? Perhaps not. Some people don't take so much notice of ads. for locks nowadays, but they do when the hardwareman offers to put the lock on.

So when I saw ads of this nature for both locks and door checks, I went down to see the merchant. No, he didn't put locks on for nothing. For every one put on, a dollar was charged, whether the lock cost \$5 or 60c. But the customer never knew what he was paying for the putting on.

You see, the merchant had a builders' hardware inspector who was not too busy, and putting these locks on kept him employed. When the average person buys a lock, about the first thing he thinks of is where he can get a carpenter to put it on for him.

This merchant would never have thought of putting locks on if times had not been hard, but it has brought so much business in, he's going to keep it up when the war is over, and if he gets real good and busy, he will hire a carpenter, who is a good customer, to do the work.

War Office Orders.

Many machine shops would be closed down now if their owners had not had

sufficient gumption to start making shells for the Imperial Government. Even a manufacturer of bedding has installed machinery and started in to make shrapnel. Are hardwaremen taking every advantage of this war?

When the transports were leaving Montreal for England there were thousands of horses to be carried. Each stall had a wooden bar behind the horse, and something was required to keep that bar in place. A hardwareman heard of this, and offered to supply something to fill the bill. He was given the order for between two and three thousand staples, and the same number of cotter pins, to each of which was attached a nine-inch length of chain. In war times there are boys in hardware stores who are not

rushed, and it just kept them employed cutting these chains. Every little helps as the knot said, and, (tell it not in Ottawa), this hardwareman made a profit of 300 per cent. on this little job. You've got to get away from the beaten path in these war times.

Another War Order.

Now I know a merchant who learned that the military caps required for the second contingent were not complete—they required a piece of wire in the crown, and a brace for the front. He could fix them if they'd give him the job. He had the brace made from brass plates. The wire was cut in his own workshop, and paper fasteners for attaching the brace to the wire he secured



"A merchant bought a carload of eggs and placed them on sale at a price two cents below the market."

from a local stationer. A little job like this (there were 10,000 required) helps out somewhat when the tinshop is running on short time.

Re-finishing Hardware.

Is there any department in your store which is slack, but which might be busy if something was started off the regular routine? There is a certain store which has a polishing and plating department. Now this is very profitable work when much building is going on and builders' hardware is in demand. The proprietor told me the other day that he intended having a newspaper ad. drawn up, offering to take hardware off houses and re-finish it as though it were new. That should appeal in times like this. It is something the average merchant would not think about if he were really busy. I tell you, it takes hard times like these to show the ingenuity that some hardwaremen possess.

Another man sells steel lockers, but has never featured them to any extent. He's going to start in to educate the business houses on how to improve the appearance of their offices and stores by installing lockers for their employees. Must spend more time on specialties these days. A man might buy a patent mouse trap or potato peeler, whereas it is no use him buying builders' hardware if he is not building.

A Square Roast Pan.

Sometimes when hardwaremen think hard, they conceive things which might make money if only they could be patented. I am thinking of a certain man in a certain town (can't mention names), who noticed that nobody seemed to be making roast pans for gas stoves. He had inquiries for them, but he seemed unable to get them. Consequently his customers took oblong-shaped ones.

One day he decided that here was something wanted badly, so he asked a sheet metal manufacturer to make one or two to order, and from that time on he was able to satisfy his customers who used gas stoves, in the matter of square roast pans.

One day a man walked into his store and said: "I've been told you carry square roast pans that will fit gas stoves. Now I've searched hardware stores from one end of the town to the other, and have been unable to get one."

The hardwareman takes a fit every time he tells this story, for the man is a traveler for the firm who makes these pans.

COUPONS THAT PAY RAILWAY FARES.

Vancouver, B.C.—A novel proposition has been launched here in which the retail merchants are interest-

ed. A concern known as the Canadian Travelscrip Company has been organized to promote a scheme which it is stated has for its purpose the bringing into the city of more people and therefore the increasing of the business of the merchants who are in it.

A synopsis of the project is given herewith:—

"The Canadian Travelscrip Company is a Vancouver firm, backed by Vancouver capital. The company has its head office at Suite 601, Northwest Trust Building on Richards street, and will operate throughout the entire Dominion, but will first inaugurate its service here and in other cities in British Columbia.

"Travelscrip is a form of coupon given by certain merchants to their customers on the basis of one mile of travel for every dollar spent with them in trade. It is issued in two denominations, representing purchases of twenty-five cents and one dollar, consequently any purchase of twenty-five cents or upward at a Travelscrip store entitles the customer to Travelscrip. This is then redeemed by the Canadian Travelscrip Company at its head office or any of its branches in passenger transportation by railroad or steamship over any line in the world.

"Special arrangements have also been made by which Travelscrip is redeemed in street car tickets over any city line of the B. C. Electric at the rate of 25 full-fare street car tickets for every fifty miles of Travelscrip presented at the offices of the Canadian Travelscrip Company.

"The merchants who are distributing Travelscrip give it to their patrons free in recognition for money spent with them in trade, and already, it is stated, people of Vancouver are insisting on getting it from the stores where they do their buying.

"All steamship and railway tickets issued for Travelscrip call for transportation on first-class trains and boats anywhere where regular lines of travel are operated.

"Transportation will also be supplied in lieu of Travelscrip over the New Westminster and other tramlines of the B.C. Electric in this province."



It is all very well for the clerk to look forward to the time when he will be his own boss, but he will find there will never be a time when he can do just what he wants to.

* * *

It is profitable for a clerk to make a special study of any kind of store work that appeals to him particularly. To know one thing well is to succeed along that one line at least.

HOW HARDWARE GOODS ARE MADE.

(Continued from page 143.)

cated by the "anode" to the "cathode" i.e., the depending spoons. The cathode absorbs the silver from the anode by means of a current passing through cables. As it passes, the cyanide solution forms cyanide of silver which is carried to the cathode, and, the circuit being completed, there stays. The spoon is then lifted out. It is now silver-plated. By all those various processes, it is worth several times what it was worth an hour or two ago.

The bath of cold water is resumed. And, afterwards, the silver is put into a bath of hot water to dry it. Then the spoons are hung up to dry.

The Finished Spoon.

But they are not finished articles yet. When they come out of the washing after the plating, the spoons have a sort of white scum adhering to them. By a process known as "scratch-brushing," this is removed until the spoon is ready for the burnisher. Burnishing in its first form, is done by a hardened steel tool which inflicts a very high polish. A finishing process is resorted to by which any scratches which the burnisher may be responsible for are removed. A substance known as hard rouge is used in this connection. The blue-white finish, which is the last process of all, is effected by means of a cotton wheel, which colors up the plate to a supreme point of brightness.

It is interesting, and it is part of the purpose of this article, to acquaint the hardware clerk with the reason for the difference in price between one grade of silver and another. Take the spoon whose making we have been watching, for instance. Partially, its price depends upon the base metal which is used as explained in the beginning of this article.

Then, of course, there is a difference in the amount of silver. It might be twenty-five pennyweights to the gross, or fifty pennyweights according to the manufacturer. Some use one weight; some another. Obviously the more silver used, the higher will be the price.

As far as sterling silver is concerned, it obviously depends upon weight, because all sterling silver is the same metal. It is a metal nine hundred and twenty-five parts out of the thousand of which are

925

pure silver; or —. The reason why

1000

one manufacturer can get more for his goods than another is not that there are two differing sorts of sterling. There are not. But the manufacturer whose price is higher has or should have an actually heavier-weighted article to sell.

Builders Hardware Salesmen

Must Have Something of Art, Architecture, Locksmithing, as Well as Diplomacy to Succeed — Sidelights on a Seven-Year-Old Hardware Business.

Based on an interview with John A. Durand, proprietor of the Durand Hardware Co., Montreal.

JOHN A. DURAND, Montreal, has built up a substantial hardware business, but if he had a chance to begin all over again he would choose some other business. He says that if he had put the same energy into any other line he would have been a richer man to-day. His business consists of builders' hardware, tools, housefurnishings and paints.

As a boy of fourteen he started behind the counter, earning five dollars a month. What he knows about builders' hardware he attributes to a friendly old architect, who used to take him to his rooms, pull out a plan, and order his hardware. Young Durand grasped the opportunity to learn all he could from his older friend, and if every hardware clerk counted an architect among his friends there would be some better builders' hardware clerks in the market.

John A. Durand continued to acquire

all the knowledge he could about hardware, and finally became manager for the James Walker Hardware Co., who supply a considerable portion of the builders in the city. He held that position for some years.

Mr. Durand's next move was to start in business on his own account and he opened a small establishment on St. James St. near Inspector St. He did his own canvassing and started out with samples and unlimited perseverance. He tackled the contractors of the suburbs of the city in the building stage then, and these he impressed with his thorough knowledge of the business.

It is seven years since the Durand Hardware Co. opened its doors.

During his career Mr. Durand has learned two things which have an important bearing on business—to employ men who are experts at the business, and

secondly to keep on the right side of workmen on a job.

A contractor came into the store recently with a door knob, complaining that the spindle was too short. Investigation showed that the carpenter had cut it. Why? Because he thought it too long. If anybody had suggested that he did not understand his business he would have blamed the company's hardware. Enemies of this kind are avoided by Mr. Durand.

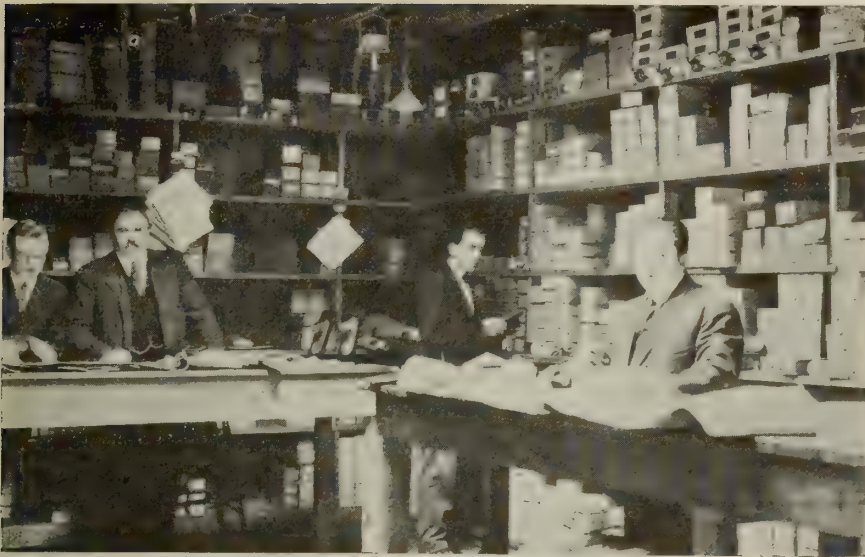
Workmen are handled with gloves. Mr. Durand's hardware salesmen keep a watch on buildings where their line is being installed, and try tactfully to offer advice. How many carpenters make mistakes when they try to put a door check into place?

"That is the easiest thing in the world," they say.

Says the hardwareman: "I know you



View showing builders' hardware samples in the hardware store of J. A. Durand, Montreal.



View in the contract figuring department and stock-room in the hardware store of J. A. Durand, Montreal.

can put it into place, but with my experience I know something about distances, and can offer a little advice."

Besides knowing his business, the man handling builders' supplies requires to be somewhat of a diplomat as well.

Architects, Mr. Durand says, as a rule, detest the very sight of a hardware store. Selecting builders' hardware is to them a nightmare. They spend three or four hours in a store examining samples, which to them is pure waste of time, and is irksome. The man who can show them the correct hardware for the building they are designing and relieve them of some of this worry, is the man they are going to trade with.

Builders' hardware has undergone several transitions in the last years. In former days doors required so many lock sets, hinges, etc., the windows so many pieces, and so on; and it was more a rule of thumb. Orders were placed, prices were usually all right, and everything went smoothly with little worry. To-day the man who can suit a proprietor with hardware for a new building must have taste, and be able to suit the hardware to conditions. Modern buildings are demanding such intricate lock-sets to-day, a man must have his wits about him to make a sale. He must be more than a hardwareman; and, must have something of art, architecture, and locksmithing in his makeup.

Art has been carried right into the hardware store, for the Durand Hardware Co. employs an artist to supply their hand-painted door knobs. When houses are being erected, there is usually a color scheme for each room. The lady of the house selects her wall-paper, her mantels and furniture, and the day is here when her door knobs and key plates must correspond. Durand's sup-

ply this service, and among their samples are some very dainty works of art.



RAILROAD DEVELOPMENT.

From The American Metal Market.

The talk about the railroads not developing as fast as they should has continued to this date. It is a favorite pastime of many daily newspaper editorial writers to write a half column or a column, saying nothing particularly new, but arranging the words in new order, all in properly ponderous style.

There is too much "post hoc, propter ergo hoc" in these arguments. It is a remarkable coincidence, of course, that the year of greatest increase in railroad mileage and the year in which the original Interstate Commerce Act was passed are one and the same year—1887—but a little scrutiny shows that the very coincidence robs the parallel of any significance, for the simple reason that for many years the Interstate Commerce Commission was not seriously regarded. Why did not railroad building reach its climax at somewhere near the time when the commission became a real force?

There is altogether too much disposition to throw the credit or blame for conditions upon the existence or non-existence of laws. Material things have more to do, and laws less to do, with the course of human affairs than the facile editorial writers usually assume. As touching the steam railroads, why not consider, along with the Interstate Commerce Commission, the development of the electric trolley system and the motor car? If the editors wanted to argue along that line, they have the fact all ready for them, that the first electric trolley line and the Interstate Commerce Commission came into being at just about the same time, while the motor car

was just beginning to make rapid strides when the Elkins-Mann Act was passed. These, however, seem to be much less attractive subjects.

It would be a much more cogent argument than dissertations on the Interstate Commerce Commission to have some material facts indicating that railroad development has lately been proceeding too slowly. For instance, a freight car shortage now and then, instead of a continued surplus of cars, for a freight car shortage means a great deal more than that there are not enough cars, if it ever means that at all, since the freight cars move only an average of about 24 miles a day. It may mean a shortage of locomotives, but what it probably would mean above all would be a lack of terminal facilities, of yard and siding track, and of second track, for only 10 per cent. of the railroad mileage of the country is now double track.

Another instance would be that of inaccessible areas of the country demanding railroad facilities, so that they could reach the markets. Instead of the Interstate Commerce Commission being talked about, let us have a few specific instances of this sort cited. There may be many such; let the public hear about them. Much of the discussion nowadays is about railroad valuation, which the commission says is needed and which the railroads and many others say is a needless expense. As to a new line, this issue does not exist, for the Interstate Commerce Commission more than seven years ago prescribed uniform accounting rules. If a new road were built it would have to conform to these rules, and the commission could not possibly claim that it needed to be valued by inspection, as its books would show everything. If the commission should claim otherwise it would be entirely discredited. The new road would have every opportunity to charge just, fair and reasonable rates to give it a fair return upon its actual investment.



J. Laing, of Laing & Morden, Laird, Sask., was in Winnipeg during bonspiel. He did more business than curling. Among the other Western hardwaremen who were in Winnipeg during the week—some of them curling and some of them merely taking advantage of the cheap rate to visit the Winnipeg business houses—were Ross Rollins, of Rollins Bros., Nakomis, Sask.; Sidney Smart, of Melfort, Sask.; J. Klotz, of the A to Z Supply Co., Allan, Sask.; C. Hoshal, of Hoshal, Carmichael & Co., Weyburn, Sask.; Howard Bolton, of Bolton & Hartley, Kelliher, Sask.; Mr. Peters, of Peters & Janzen, Waldeck, Sask.; and J. T. Funk, of J. Funk & Co., Herbert, Sask.

White Was Absolutely Wrong

A Merchant in Business for Twenty-Five Years Told His Successor That Women Would Not Buy in Hardware Stores — What Has Happened in the New Department in Seven Years.

By Thos. E. Hunt.

NOT many years ago, and within the memory of many retail hardware merchants, it was rather out of the hardware man's line to solicit trade from women. I know of one hardware merchant who has located in a fair-sized city, and had been in business for twenty-five years. He had been able to do a fair share of business in pushing the lines usually looked upon as hardware staples, including building hardware and materials, tools, and some lines of cutlery, etc. I think I would be safe in saying that less than five per cent. of his sales were made to women. About ten years ago this merchant began to feel the effects of changing conditions—any hardware man who keeps in touch with trade currents knows that business conditions to-day are altogether different to what they were ten or fifteen years ago. This merchant—let us call him Mr. White—his name if mentioned would be recognized by many of the older men in the trade, began to feel the effects of the inroads of large firms that sell to the consumer. Certain outside firms catering to the contractors began to secure a good share of the building trade of the city. A 5-10-15-cent syndicate opened a large store in the city, and began to secure much of the business in small shelf hardware. The mail order houses began to make themselves felt in no small way, and by the way their influence in some communities has been growing at an alarming rate ever since. Mr. White had always had a big trade in linseed oil, white lead, dry paints, etc., and when it came down to handling ready-mixed paints he was apathetic. He could not pull himself away from the old method. The result was he found his sales of lead and oil falling off considerably, due largely to the fact that a couple of painters, a druggist and two other hardware firms were pushing the sale of ready-mixed paints. Mr. White felt that he was losing control of his business—trade was slipping away, and he became cranky and in a way unobliging. He felt that people should continue to patronize him because he had been in the community for twenty-five years, but he had the wrong viewpoint. The merchant who does not keep up-to-date and keep abreast of the times is bound to lose trade.

Mr. White decided to sell out, and after a lapse of a year he sold out to a young man who had been working at the hardware trade for a number of years, and who had secured sufficient capital to go into business.

The new man—we will call him Mr. Johnson—started to rearrange stock, and he found that a great many lines of the goods were becoming shop-worn and out of date. Some of these lines were sacrificed, and others scrapped in order to clean the stock and make room for up-to-date goods. After three years' hard work, Johnson had built up a nice connection, and was doing a very good volume of business. He won back a great deal of the trade that White had lost, and was gradually adding many new customers. Johnson felt, however, that his store was still a man's store, and he was missing a good volume of trade to other firms, both in and out of the city. Said Johnson to himself: "If I can continue to build up the men's trade in the builders' hardware, paint and tool departments, and in addition add some lines to interest the women and make my store a store for both men and women, I think I will be making rapid progress towards the road to success." He decided to gradually work his way into the household goods lines, and felt sure that he could in time win a great deal of the women's trade, despite

the fact that White, his predecessor, had told him that he had been in business for twenty-five years and knew that you couldn't get the women to patronize a hardware store.

Johnson had read in his trade paper of a number of hardware merchants who were successfully conducting household goods departments, in which ladies were directly interested. He figured that in his case as in those described in the trade paper the store must be stocked with things the women are interested in or need in their households. "If," said Johnson, "I have an up-to-date stock of house-furnishings, including kitchen utensils and specialties, tin and enamelware, wire goods, aluminumware, food choppers, pots and pans, woodenware, such as spoons, mixing bowls, clothes dryers, wash tubs, wringers, washing machines, carpet sweepers and beaters, ice cream freezers, window screens, and many other lines the housewife is interested in; if I make features of these lines in my store windows, in my advertising; with circulars showing illustrations and prices of the goods, giving demonstrations, making good use of booklets and all descriptive matter; if I offer special bargains from time to time; if I advertise, treat customers courteously, and carry up-to-date goods, I cannot see how I can make a failure of the new department."



White said that he had been in business for twenty-five years and he knew that you couldn't get women to patronize a hardware store.



In the kitchen of the average home many articles which come under the heading of "Household Hardware" are needed.

The order for the new department amounted to \$200, and Johnson was to some extent guided in buying by what he had seen in the kitchen of his own home. Here he found wire strainers, mixers, tin, aluminumware and enamelware utensils, pudding pans and many other items which are found in the average home, but which up to that time had not been sold at Johnson's hardware.

The new department was started seven years ago, when the women's trade in the store was less than 5 per cent. Today the women's trade in this store is nearly 35 per cent., and is still growing. The house-furnishing department has been enlarged several times during the seven years, and now includes electrical goods, such as toasters, irons, coffee percolators, nickel-plated wares and many lines such as are carried in the household goods department of the city department stores.

Not only are the women big buyers in the household goods department, but Johnson has found that they are big buyers of cutlery, paints, polishes, tools for use around the home, and numberless other lines. Had Johnson taken White's advice and followed the old methods, the chances are he would not have the big business he has to-day. The retail hardwareman is the logical merchandiser of the majority of household lines. When talking with the writer a

few days ago Johnson remarked: "It is funny how travelers get on to the outlets for household goods. When I took over White's business a traveler with a household specialty line was a rarity. I hardly knew that such men existed. I can account for this because I did not carry household goods, but now hardly a day passes but what I pick up some new line. I also get in touch with many new lines through the advertising pages in my trade paper."

At some future date I hope to tell the readers of Hardware and Metal about some of the selling stunts put on by Johnson. These will be given before long.

In conclusion, I want to say that I have visited hundreds of hardware and department stores, and have been in close touch with house-furnishing departments. There is nothing magical about getting the women's trade. A good stock and common sense in your selling and advertising methods are your main requisites. The shop should be clean, with clean counters, clean windows, and clean floors.

Women appreciate polite, efficient treatment from clerks, and the freedom and courtesies of the store without obligation or importunity to buy. They like new, bright stock, arranged so that it can be seen. If you advertise properly and have a good assortment of house-fur-

nishings displayed attractively on the shelving, on tables, or open stands, kept clean, and the exhibit frequently changed. If you offer goods at reasonable prices, with an occasional "leader" or special properly advertised; if you arrange attractive window displays and look after each customer, I cannot see why you cannot do the same as Mr. Johnson.



SALESMANSHIP—EVERYBODY'S OCCUPATION.

(Continued from page 136.)

ness about the show window. It should be dusted daily, and by all means the glass should be kept clean.

Another item of importance is to allow no fixture to hang in the show-room without shades. It portrays carelessness in the first place, and a fixture shown in this manner will rarely, if ever, appeal to a customer. Shun high colors in making your display. It may be well to show one or two fixtures trimmed with highly-colored glass, merely for a contrast, but to show a quantity in that manner I should call poor judgment, for a refined person abhors nothing more than an exuberant display of high colors. This statement naturally applies to the average locality, and there are exceptions to all rules.

Lastly, I recommend the use of common sense. Every man should know best just how to cope with his own situation, and if each and every individual would develop his A-R-E-A, I am sure he would have sufficient common sense to cope with mostly any situation.



THE CUSTOMERS WE SERVE.

(Continued from page 134.)

paints and many other lines of hardware—No, I don't think you would refuse. You would send another rake the same as I did, but look at the loss of time.

These are only two instances of many I could bring up, but they will serve to show in a small way the manner in which the retailer is inconvenienced over what may seem like a trifling matter to the manufacturer or jobber.

It is quite true that I will have the goods replaced, but I have lost more time than the goods are worth—and remember, cases of this kind occur quite frequently, and I am sure every retail hardwareman has the same kind of thing to contend with.

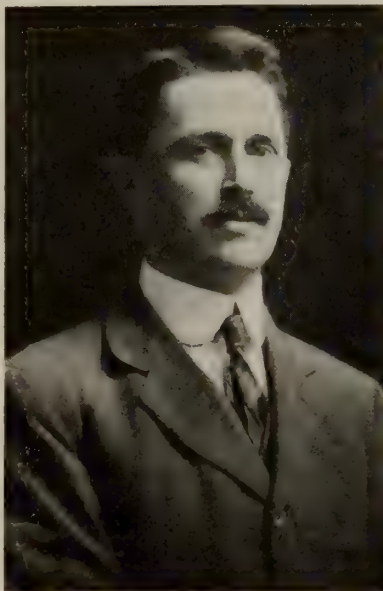
So, Mr. Manufacturer, try and help us by sending carefully-inspected goods. You cannot blame the retailer for becoming peeved at times when he has many customers of the kind here mentioned, to contend with.

The New Secretary of O.R.H. & S.D.A.

Secretary Macpherson is a Retail Hardwareman With 32 Years' Experience—Active in His Home Town—Plans Under Way for Enlarging the Scope of the Association—Will Hold Contest.

W F. MACPHERSON, Prescott, Ont., who succeeds Weston Wrigley as secretary of the Ontario Retail Hardware and Stove Dealers' Association, has been associated with the Canadian retail hardware trade for over thirty-two years. For seventeen years Mr. Macpherson was associated with N. Williard & Co., Prescott, Ont., and in the year 1900 started in business for himself. During his 32 years' business experience Mr. Macpherson has encountered most of the problems which confront the retailer, and being a practical hardwareman he is particularly well fitted for the new duties which he has assumed. Mr. Macpherson has already under way a number of plans which, when put into effect, will undoubtedly prove very beneficial to members of the retail association.

Mr. Macpherson has been an active worker in the association, has worked his way up through the various offices, and occupied the president's chair during the past year.



W. F. MACPHERSON,

Prescott, Secretary, Ontario Retail Hardware and Stove Dealers' Association.

A likeness from a recent photo of Mr. Macpherson is shown herewith, also a partial view of the interior of his store. It will be noted that the store is exceptionally neat, and it is quite evident that the proprietor is a firm believer in having goods well displayed.

In his home town Mr. Macpherson is an active member of the Board of Trade, and is also secretary of the Fair Board. He is also a musician of note, and has been choir leader in the Presbyterian Church choir in Prescott for a number of years.

The officers of the Ontario Retail Hardware and Stove Dealers' Association expect that this will be the most successful year in the history of the association. The question of affiliation with the R.M.A. has been settled, and is now out of the way. It is expected that a large number of travelers will enroll as associate members of the association. The contest that the officers of the association intend to start on April 1 for the (Continued on page 161.)



Interior view in hardware store of W. F. Macpherson, Prescott, Ont.

Advertising--Peculiar and Otherwise

Words, Efficiency, Service and Proposition Overworked — Simplicity in Advertising Signs—Avoid Waste in Advertising—What Legitimate Trade Papers Have Accomplished.

Written for Hardware and Metal by William H. Evans, Montreal.

SOME advertisers ransack their brains for trite expressions and phraseology and the dictionaries for jingling words to frame their announcements, when simple terms are, in a vast majority of cases, far more effective. The words Efficiency, Service and Proposition have been copied and re-copied until, like an overworked mutton chop, they have been done to death.

There is a sign prominently displayed by a French-Canadian tinsmith and manufacturer of dairy supplies on Notre Dame Street, Montreal, which is the acme of simplicity:

HERE SHE GET BEST CAN
FOR THE MILK MAN.

Upon another street it was announced in the window of a butcher shop:

HORSE FOR SALE
CHEVAL A VENDRE

A French reservist passing through the city, having in mind the succulent "filets" and tasty "ragout" served in Paris, called to say he would like "two pounds of ze 'bif-steek' a la cheval (horse)." The butcher politely explained that "Maud S.," the mare which was advertised, was not sold in sections, but only as a **Going Concern!**

Frequently signs are misunderstood. For instance, a hardware firm this spring is giving prominence to garden tools, mentioning "**Hose** in 25-feet lengths." "Dear me," says Mrs. Malaprop, "what a terrible length for a stocking."

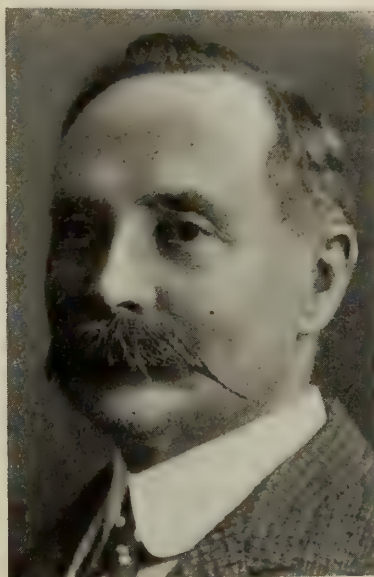
In Toronto, near the St. Lawrence Market, a lay figure or "dummy" clad in a suit of clothes "adorned" the doorstep labelled

A FEARFUL CUT
\$10.00

Farther down King Street a roll of carpet was shown bearing the legend:

BEST BRUSSELS
50c PER YARD
CAN'T BE BEAT!

Around the railway station at Savannah, Georgia, there are a number of eating houses known as "joints" to the in-



WILLIAM H. EVANS,
Formerly Advertising Manager Canada
Paint Co.

itiated. They blazon forth such invitations as "Open Night and Day," "Meals at all Hours," "We Never Sleep," etc., etc. A "Chink," not to be outdone, painted upon his shingle:

WEE WAKEE
ALL A TIMEE!

An advertisement which brought in at least one customer emanated from a well-known North of Toronto hardware shop: "**Light-weight Chopping Axes.**" A burly farmer called to say he would take one of "Them there axes—give me a light-weight, because my wife is sick," he explained. The reader must draw his

own inference as to the actual user of the axe.

To show that advertisements may be just as good, and sometimes better if brief, there is the story of a fishmonger in Oxford, England, who announced boldly:

VERY FINE FRESH
FISH
FOR SALE HERE

The cynical college Dons, advocating brevity and delighting in criticism, came along and lopped off each unnecessary word, until the main "factotum" only remained, viz.:

FISH

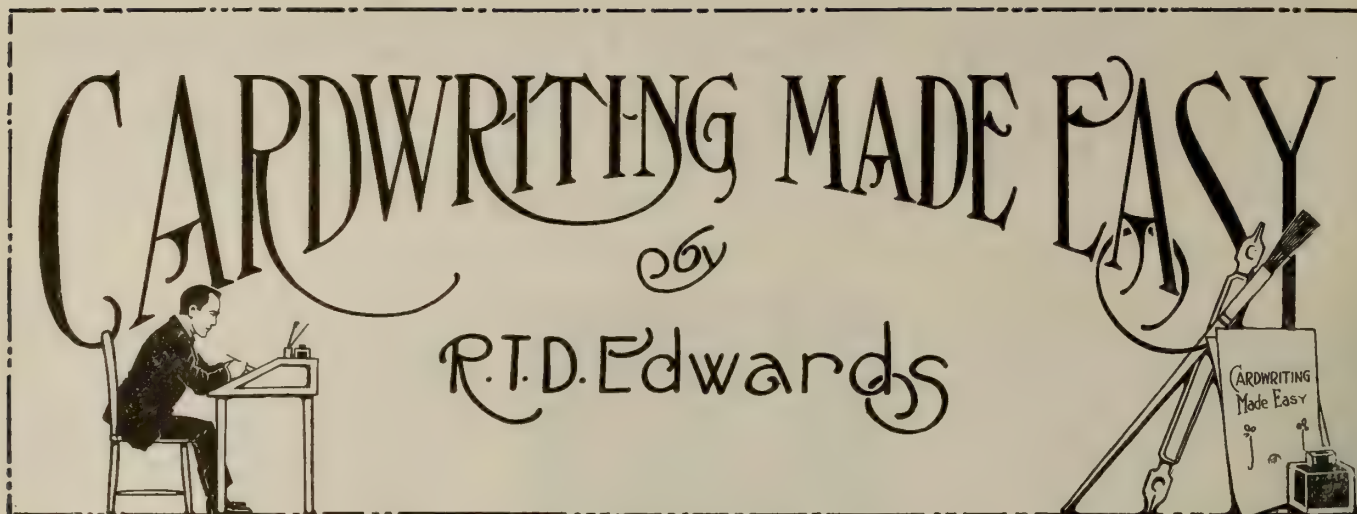
The injunction, "Don't go farther and fare worse," once frequently used, is now, fortunately, rarely promulgated in advertising, but that hackneyed and grievous blunder, "Look at our articles before **Buying Elsewhere**" bobs up occasionally.

Some signs give food for thought. This one from Argyle Street, Glasgow: "Dress Suits, Ball Dresses, Jewelry, **Artificial Teeth**, Bought, Sold or **Exchanged.**"

In New York it is decidedly embarrassing to be hailed by a "Jerseyite" from Weehawken and asked if that sign meant a **Swimming Bath?**

POOL ROOM

Beware of waste in advertising. Good, judicious announcements, displayed with discretion, are educative and beneficial to the entire community, bringing business in. "Flush Times and Skimp." The legitimate trade journals have by their enterprise certainly, in no small measure, assisted in placing the advertising field upon a very high plane.



LESSON 3.

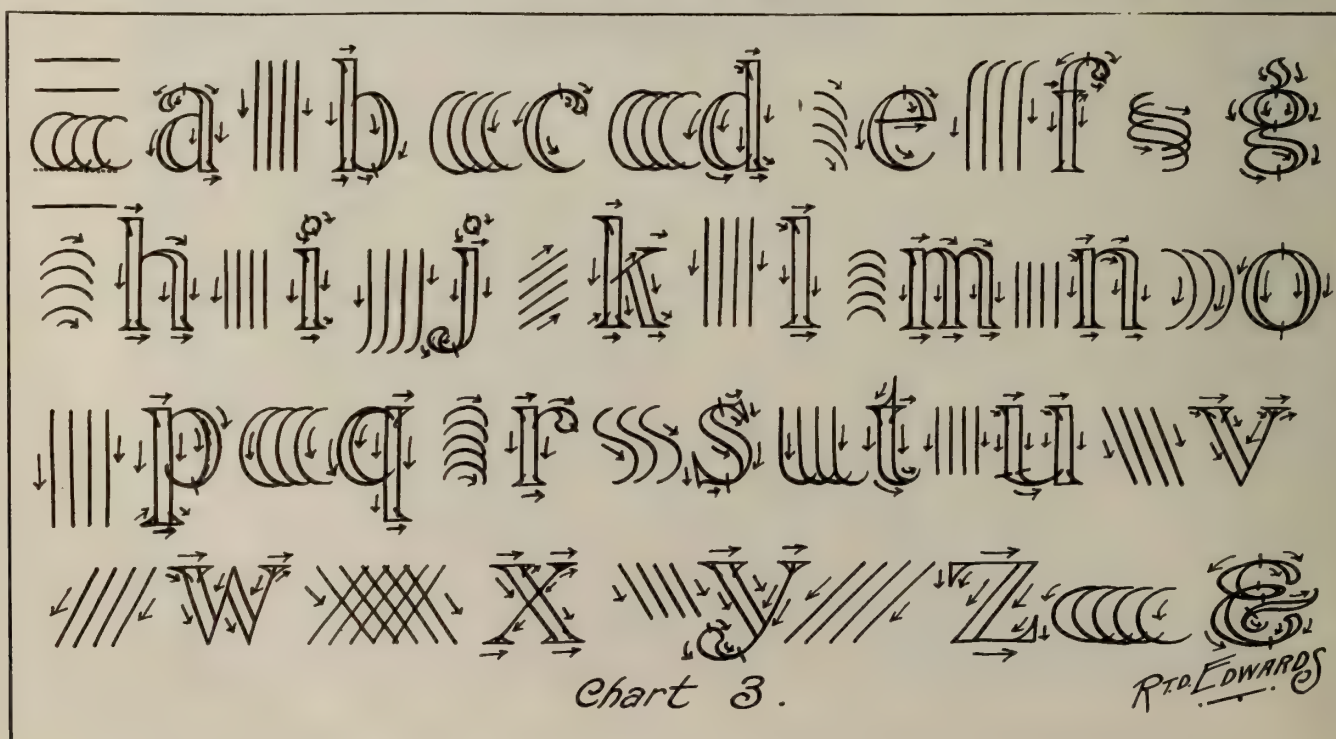
CLAIMS have been made, from time to time, by many writers that to be a successful card-writer one must have great speed. This view holds perfectly good when the card-writer is the employee of a large departmental store, and is expected to turn out hundreds of cards daily. But there are many writers in small stores who work card-writing in conjunction with other store work, and would not average more than twenty or thirty cards a day, and in a great many cases not much more than that in a week. With a small amount of work like this it would take years of practice to develop any great degree of speed.

Then, again, I hardly think that speed is a great factor in the small store. In my opinion, it is the last thing for the learner at least to consider. Get the

This is the third of a series of articles on "Cardwriting Made Easy," prepared for the readers of Hardware and Metal by R. T. D. Edwards. By the many letters received by Hardware and Metal asking for information regarding the source of supply for card-writing materials it is quite evident that a great many retail hardware salesmen are following this course closely and have taken up the art of card-writing as a direct result of the commencement of this new series in this paper.

main theory first: how to handle the tools and the proper formations, and the speed will develop in due time.

The lesson this month is a continuation of the one given one month ago. The chart shows the lower case Roman alphabet to match the upper case shown in chart 2 of last month. This is the last of the pen outline work that I will be demonstrating for some time at least, as lesson No. 4 will bring us into brush work. But before any brush lettering is attempted, I want all of you who are following these lessons to perfect yourselves in the pen outline lettering, and if you do this and keep practising faithfully there is no reason at all why you cannot take upon yourselves the responsibility of writing cards for any small store. The best practice that anyone can have is on cards that are going to appear before the public—that is, when you put your best foot forward. This method can be used for making show-



Trappers' Supplies

1.

Suggestion for Show Card.

cards while you are mastering brush work in future lessons.

In order to start practice work for the chart in this lesson it must be ruled differently from the previous ones. The others required only the upper and lower

Mouse Traps

5. 10. and 15.
Each

2.

Suggestion for Show Card.

guide lines, but this needs two additional ones—one above and one below the main lines, so as to serve as guides for those letters that extend above and below these lines, such as the "B," "J," etc.

Note the five lines at the beginning of

pointed pen nib, using a good black carbon ink, not necessarily waterproof, but jet black and not thin so as to show up grey. When the pen is new, the ink may not flow properly, but a little use will soon bring it into working order.

Begin practice as shown in Figure 1. This is the first exercise shown on the chart. Every exercise and letter should be practised many times in the same manner.

Right Through the Alphabet.

The upper part of the "A" should not project to the left quite as far as does the lower loop. Parallel lines composed in the formation of so many letters should be practised often, as in the "B." "C" is entirely composed of curved lines. The lower point should be directly over the beginning of the letter. The loop of the "D" possesses the same curve lines as the previous letter.

The "E" also shows strong relations to the formation of the "C." The long lines of the "F" must be curved before coming in contact with the upper guide line.

Letter of Many Curves.

"G," the letter of many curves, should be made until every stroke is perfected. The previous exercise you will find beneficial.

The curved lines of the "H" must be graceful. Practise them often.

The dot over the "I" must be directly above the main body of the letter. The

same applies to the "J." The tail of the latter should reach lower guide line.

The lower right-hand spur of the "K" should extend slightly more to the right than does the one above it.

All vertical lines should be at right angles to the guide lines. Care should be taken not to let them have the slightest slant.

Note the letter "L." All the upright strokes of the "M" and "N" should be of equal distance apart. The lower right-hand spurs are only used on the right side of the letter.

Take great care in the forming of the "O" so as to get both sides balanced

Razor Stropps

Various Prices..

3.

Suggestion for Show Card.

evenly. The "P" and "O" both should extend down to the lower guide line. Practise well the curved lines of these two letters.

(Continued on page 159.)

the chart. These show the proper spacing to rule for practice or actual card work. Fig. No. 2 gives a good illustration of how to rule the lines so as to get all letters in proportion. Note the measurement of distance between them.

Heavy Blunt Nib.

As in the previous two lessons, this work is all done with a heavy blunt-



Fig. 1.

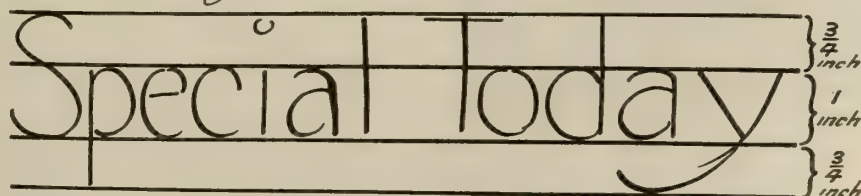


Fig. 2.

SHOW CARDS THAT YOU CAN MAKE

— by R. T. D. EDWARDS —

using illustrations
from last week's
Hardware & Metal

SINCE the publication of last year's spring number of Hardware and Metal, many new features have been introduced in the editorial columns. These have been in accordance with the policy of the editorial department to keep abreast of the times, and to always introduce any new features that will be of interest to, and benefit the readers of Hardware and Metal. On the two preceding pages is shown the third of a new series of articles by R. T. D. Edwards on show card writing. This feature was started two months ago, and to-day there are many hardware clerks who are studying the art of show card writing.

The department on this page, "Show Cards That You Can Make, Using Illustration from last week's Hardware and Metal," has also been running for about three months, and is filling a long-felt want.

There are many hardwaremen and hardware clerks who realize the value of attractive show cards in the windows

and in the store, but previous to the introduction of this service many of them had found it hard to draw or secure illustrations for the show cards.

paper, while others, by making slight changes can be transformed into attractive show or window cards.

Four show card suggestions are shown in this article, and the illustrations used appeared in advertisements in the March 6 issue of Hardware and Metal. These are only four of the many that could be made-up from ads. that appeared in the same issue.

Any of these cards can be reproduced by the average hardware clerk. It is not absolutely necessary to follow the exact style of lettering here shown. If the card writer is accustomed to doing another style of lettering all very well—he can use it.

In making the show cards, you first cut the illustration from the advertisement and paste it with thick paste in the desired position on a sheet of card board, then place a sheet of clean paper over the illustration and rub gently with a soft cloth.

The lawn mower card shown measured 10 x 16 inches and the illustrations used were taken from the Taylor-Forbes Co.

Taylor-Forbes



The Star



The Empress

Lawn Mowers



The Adanac

The illustrations used in preparing the above card appeared in the advertisement of the Taylor-Forbes Co. on page 11 of the March 6 issue of Hardware and Metal.



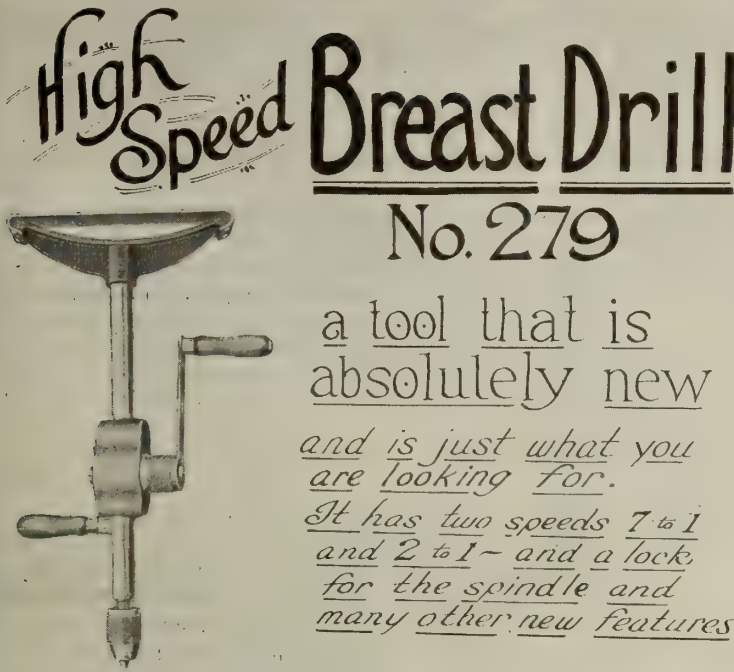
The illustration used in preparing the above show card appeared in the advertisement of Millers Falls Co. on page 10 of the March 6 issue of Hardware and Metal.

This difficulty has been overcome by using illustrations which have appeared in the advertisements in Hardware and Metal.

In every issue of this paper you will find in the advertising pages a large number of very attractively gotten-up advertisements. Some of the advertisements can be used just as they appear in the



The illustrations used in the above show card appeared in the advertisement of E. T. Wright Co., Ltd., Hamilton, on page 25 of the March 6 issue of Hardware and Metal.



The illustration used in preparing the above advertisement appeared in the advertisement of the Goodell-Pratt Co., Ltd., on page 17 of the March 6 issue of Hardware and Metal.

advertisement, which appeared on page 11 of the March 6, issue of Hardware and Metal.

By examining the reproduction of this card you can see that it is possible to make an attractive lay-out.

After cutting out the illustrations of the three mowers double pen lines were drawn around the cut-outs. By so doing the edges of the cut-outs become invisible. The ruling and lettering was done with a No. 6 red sable lettering brush and a No. 2½ writing pen.

The lantern card shows a combination of the brush and pen lettering. The illustrations were taken from the advertisement of E. T. Wright & Co., Ltd., appearing on page 25 of the March 6 issue of Hardware and Metal. This card could be used in many displays but would be particularly appropriate for a lantern display in the window or for a card for use in the store. The original measured 10 x 14 inches.

The original of the "Breast Drill" card measured 12 x 14 inches. The illustration of the drill was taken from the advertisement of the Goodell-Pratt Co., on page 17 of the March 6 issue of Hardware and Metal. This card was easily made-up, but should prove an excellent card to accompany a window display of tools. The heavy lettering was done with a No. 6 red sable lettering brush and the smaller lettering with a No. 2½ round writing pen.

The card showing the extension bit holder is a neat card that could be used in a window display or a tool display

case. The original of this card measured 5½ x 14 inches. The illustration was taken from the advertisement of the Millers Falls Co., on page 10 of the March 6 issue of Hardware and Metal. This card, although easy to make is neat and attractive.

The cards shown are only four of many that could be made from ads. in the March 6 issue. Always remember that in every issue of Hardware and Metal you can find a larger number of excellent illustrations suitable for work of this kind.

NEW C. P. R. TERMINAL.

(Continued from page 159.)

knowledge of the progress of all trains in the yard.

Every switch that is thrown, every signal moved, sends back to the tower an automatic confirmation of the event after it has transpired. The system is automatically interlocking, and thus guards against the possibility of a collision. Should the source of supply of electricity fail, the tower is not useless. In the basement there is a battery of storage cells which are quite capable of supplying sufficient electricity to run the equipment for two days at least.

To facilitate the handling of baggage several large baggage trucks are equipped with storage batteries and motors. These trucks can receive baggage from a train and quickly have it in the baggage room for delivery. In this way two men can handle a large quantity of baggage

very rapidly. These trucks are charged each night.

Only a brief description of some departments of the immense structure have been given, but when you consider that in nearly every portion of the building hardware in large quantities has been used, you are impressed by the extensiveness of the hardware requirements. The views accompanying the article will give an idea of the size of the building.



CARDWRITING MADE EASY.

(Continued from page 157.)

Tail of the "R."

The tail of the "R" must extend out about two-thirds the height of the letter to be the right proportion.

The top of the "S" is smaller than is the bottom. The curved lines exercise needs to be practised many times before the letter can be properly formed.

In the "T" the two down lines and curves can be made by one stroke, as the preceding exercise shows.

The "U" is different to the "T" in this respect. In order to get the bottom curves the right swing, stop the down lines about one-eighth of an inch above the guide line, and from this point curve the stroke downwards touching the guide line and meeting the right-hand upright the same distance above the guide line as where the curve started.

The "V" and "W" constitute lines of the same nature. The main point in the "W" is to get both the angles the same.

The exercise preceding the "X" is excellent practice.

"Y" is Difficult.

The right-hand down stroke of the "Y" must be practised often, taking care to join the tail on to it so as to make it appear graceful.

The spurs of the "Z" should not project out any farther than do the other points of the letter.

You will notice many little cross-bars on the curved letters. This is to indicate the beginning and ending of the pen strokes.

The collection of cards shown this month indicates the use of the first three that are quite good enough for any store. These cards are not in the least of a fancy nature, but are plain and neat and suitable for any kind of display.



The easiest thing in the world to make is a mistake. The next easiest is trouble.

* * *

The man who is carried away by his own enthusiasm sometimes expects somebody else to carry him back.

The Principle of Elbow Pattern Developing

A Complete Course, Treating in a Simple Way, the Art of Elbow Pattern Developing. Specially Written for Those Who Have Only Received a Limited Geometrical Education.

By EDWIN NEWSOME

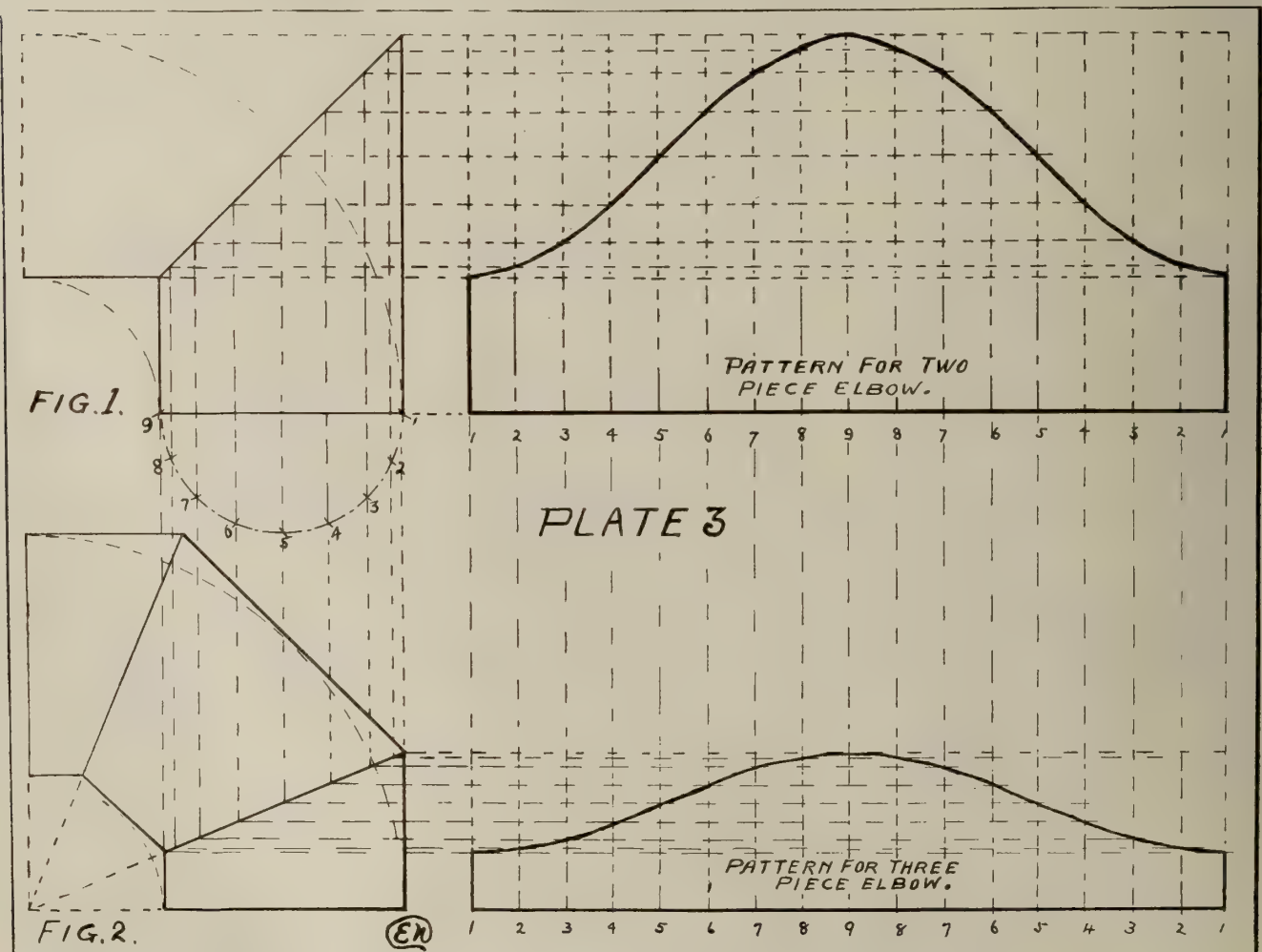
IN ARTICLES 1 and 2 of this series we have simply taken up the methods required to properly develop the elevations of 2, 3, 4, 5 and 6 piece elbows, showing the necessary mitres for each piece, as well as the degrees required from which to develop the patterns. Plate B shows half plan and full elevations of a two-piece and three-piece elbow, as well as the patterns.

For the sake of conserving space, we show in Fig. 1, the full elevation of a two-piece elbow and half plan, using the same half plan for the three-piece elbow. To develop the plan, first determine the diameter of elbow, and centre it, then take compass and draw a half circle as shown in Fig. 1, next divide the circle into equal parts 1, 2, 3, 4, 5, 6, 7, 8, 9. These are known as stretchout measurements. Next draw a line as shown at base of pattern Fig. 1, and transfer the figures 1, 2, 3, etc., till 9 is reached and reverse the order of figures 8, 7, 6, 5, etc. This will give the exact diameter of the elbow. The next step is to determine the mitre. Having done so, extend the dotted lines upward from 1, 2, 3, 4, 5, 6, 7, 8, 9, until they intersect the mitre. Next erect dotted lines as shown on pattern piece from 1, 2, 3, 4, etc., up to a point higher than highest mitre point in elevation.

Now take the square or straight edge and extend horizontal lines, as shown by dotted lines from point on mitre

where the vertical lines have intersected, until each and every vertical line is cut. Next take a scratch awl, if the pattern is being developed on metal, and scribe the line shown, where the vertical and horizontal lines meet. In some shops where patterns are held ready for use, the one piece of metal is made to answer for various patterns by simply punching points through the metal. For instance, if the two piece pattern is developed first, the three piece may be developed next and small points punched through at different intersections. When patterns are being developed, it is good practice to always allow metal for locks and seams. Another thing not to be forgotten is the male and female end, the most common practice is to cut off sufficient to allow the small end to enter the big end, and to rivet the big end close to the edge on the seam and the small end, say about $2\frac{1}{2}$ inches up the pipe, according to the amount of lap allowance.

Turning to Fig. 2 it will be seen that the same course is to be repeated when developing a three piece elbow except that when using the pattern for the two piece elbow, both the pieces are alike, whereas in the case of the three piece elbow, there are two pieces both exactly like the pattern and one piece made up by turning over the pattern and making two mitre pieces on each edge.



Practical Course for Sheet Metal Workers

Article No. 22 of Series

By CHARLES SEIVERS

In Figs. 1 and 2 are show a tee and branch between pipes of different diameter. It will be noted that the branches are not run directly off the centre of the main pipe or on the outer edge, but come more on one side of the large pipe than on the other, thus requiring that the cutting line or junction be outlined completely around branch. In each case the portion of cut facing on drawing is drawn with heavy line, while portion on opposite half is drawn with light broken line.

In Fig. 1 let the outline A B C D E F G H be the elevation of tee, and the large circle K the section of large or main pipe, and the outline L M N O the outline of small pipe placed in its required position over the main. To develop cutting line of C D, draw a half-section of pipe, and divide it into a number of equal parts. From these points and at right angles to C D, draw lines through C D, extending them past B E. Next draw a half-section on L M, and divide into same number of equal parts as half-section on C D. At right angles to L M, draw lines from each of these points, extending them until they intersect the

circumference of circle K. Parallel with A F draw lines from each of the points on large circle, formed by the lines drawn from half-section, extending them until they intersect corresponding line drawn from section on line C D. A line drawn

This is Article 22 of a series of practical problems for sheet metal workers, prepared by a practical man especially for the readers of Hardware and Metal. Merchants conducting tinshops have told us that they and their men have found this course to be of inestimable value to them.—EDITOR.

through these points will give outline of intersection between the pipes.

To develop the pattern, draw two parallel stretched lines, as R R and S S at one end, and draw a line at right angles connecting R R S S, as shown at R S R S. From these points set off the divisions on half section, repeating to make circumference complete.

With the compasses measure from the line C D on each of the lines drawn

from points in half-section to their intersection at cutting line. Commencing at C, or space 1, and set off from line S S, measure in same manner lines 2 3 4 5 6 7 8 9 from line 9. Work back on lines 8 7 6 5 4 3 2 and 1, measuring to the light or dotted line representing rear half of cut, and set off from line S S in same manner. A line drawn through points thus obtained will give outline of pattern required.

The development of Fig. 2 is carried out in a similar manner.

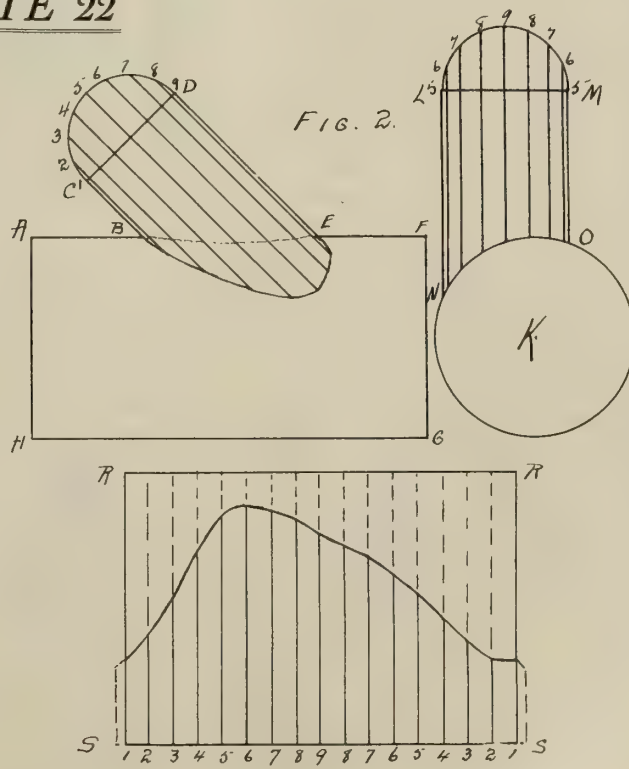
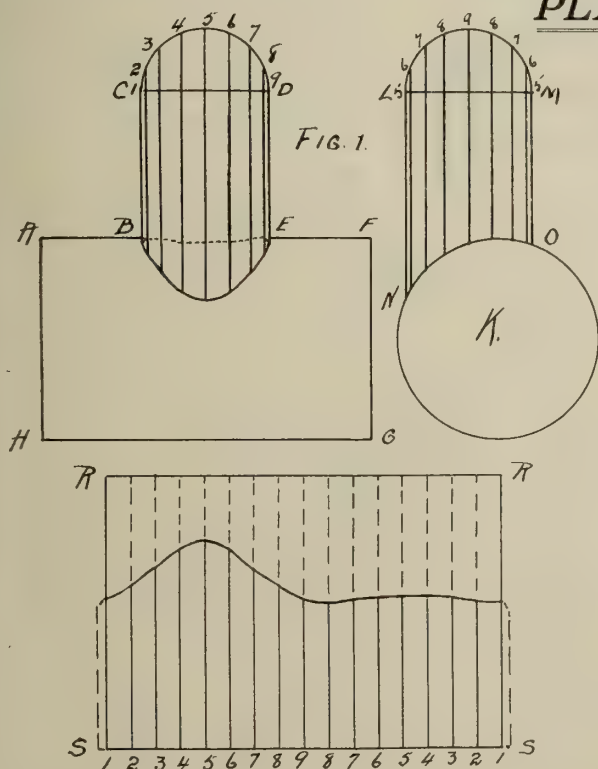
THE NEW SECRETARY OF O.R.H. & S.D.A.

(Continued from page 154.)

purpose of securing new members should prove very interesting and result in adding many new members.

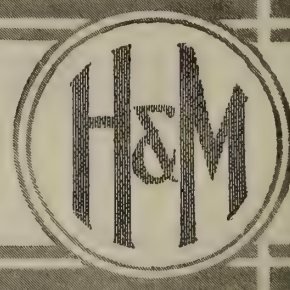
Under the leadership of President C. W. Conn, Tillsonburg; W. F. Macpherson, Prescott, secretary, and the other officers of the association, all of whom are practical hardware men, the association should make considerable headway during the year and result in a record-breaking convention next year.

PLATE 22





Junior Clerk's Page



Hardware Clerk of 50 Years Ago

Parcel Boy for a Year—Started at Five Dollars Per Month—Carrying Stock in Packages—Early Montreal Days.

Told by a Montreal Hardware Merchant.

I REMEMBER the day quite well. It was a Wednesday. On returning from school, my mother called me, and asked if I would like to start work, as there was a vacancy in a hardware store. I consented, and the next day an agreement was drawn up under which I was to receive \$5 a month to start, and to serve an apprenticeship of four years, with an advance of \$3.33 every year.

My mother was Scotch and canny. I recall distinctly her words: "Dinna ye think that a sma' wage for the laddie?" The master's reply was smashing. When he was a boy, he said, his father paid a premium to enable him to learn the hardware business. So the deal was made, the salary not being so small as it looks, being easily equal to ten dollars per month to-day.

Start as Parcel Boy.

My first job was delivering parcels, and it lasted for a year. It was customary for a new boy to commence at this work. After a year another boy was secured. During the first year I learned every nook and corner of the city, so that I believe I could have drawn a map. There were no motor trucks as there are to-day. Everything was delivered on foot.

I remember one night I set out long after the store had closed, with a broom strapped to my back, and my arms full of parcels. I had reached the corner of Sherbrooke and Park Ave., which was then out in the country, when I had the misfortune to drop a parcel. It contained an expensive jug, and I knew this had smashed; so I did not deliver it.

The next morning I took it to the head clerk, but he refused to have anything to do with it. He insisted that I explain to the proprietor, which I did. He did not hold me responsible, but said I ought not to have dropped it.

He was an Old Countryman, and a remarkable man. Most of the Montreal tradesmen in those days were English-

speaking, including the twelve hardwaremen. They had all the business they could handle. The boss knew his business thoroughly, but he did not teach me much. Once he spent a little time showing me the construction of a lock. On another occasion he explained how a piece of steel was tempered. What I

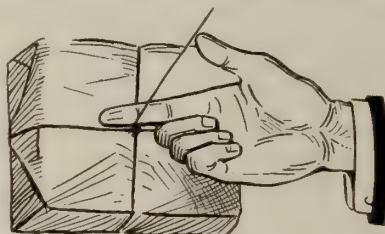


Fig. 1.

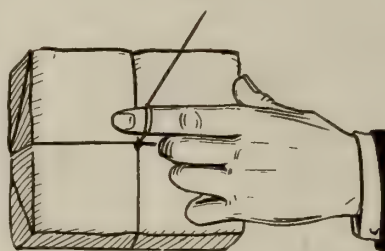


Fig. 2.

How to tie parcels.

learned was chiefly from the clerks and the head salesman.

No Parcel Boys To-Day.

I'm afraid that if boys to-day started their training with a year at parcel carrying at five dollars a month, it would be impossible to get new recruits. It is a pity in a way, because the training of those days was superior. In many ways the boy of that day was less fortunate than ours. There were no rules about salesmanship such as exist to-day. The main thing was to get the customer served.

He Knew What He Wanted.

There was another thing about the old stores—the way stock was kept. The modern method of carrying hardware in

boxes is a neat one, but the method of carrying goods in packages made the boys more methodical. To-day, two or three lines are carried in a single drawer, and the tendency among untrained clerks is to throw single pieces into the box so that they get mixed.

Packages were just as bad in this respect, for when we were busy, there was no time to wrap them again, and they accumulated on the ledge, looking very disorderly. This compelled the clerks to return after supper, and they stayed in the store sometimes until 10 o'clock wrapping up these packages.

System of 'Sixties.

While we had no cut and dried rules about salesmanship, we had system. The store in which I received my early training fifty years ago was a wonderful one for system. Everything had a place, and it was always there. Few stores to-day carry the same stock. It might almost be said that we carried everything from a needle to an anchor. Our stock was mostly imported. Twice a year it arrived in large hogsheads. Little stuff came from the United States except cast iron locks. Most hardwaremen carried the big English locks, and we still carry a few, as the demand still exists. There were no wire goods in those days, hardware being mostly in wrought or cast iron. Nor did we carry colors and relative lines. These were handled by Ramsey's, who were running a retail store at that time, and were a sort of headquarters for paint.

Fifty years ago, boys in hardware stores were more careful in small matters. If there was nobody in the store, our work was to walk around and pick up pieces of string or nails, and smooth out pieces of wrapping paper, much of which is wasted to-day. It is true a piece of paper costs little, but it is a big item in a business where there is a lot of wrapping.

Wrapping a Parcel.

I learned something from the head salesman in those early days which has been invaluable to me since—the correct way to wrap up a parcel, and how to break the string. The grocers of to-day seem able to do this, but few hardwaremen. Whenever I go into a store and notice the awkward way in which clerks

wrap up parcels, I wish every one could receive a little training of this kind. To-day the object seems to be to get as much paper as possible to cover the article: The paper should be just a little bigger than the goods, but it depends much on the nature of the goods. It would be impossible to wrap up 5 lbs. of tow in the same amount of paper required to wrap 5 lbs. of nails. But some men will use the same amount of paper to wrap 5 lbs. of nails as they would use to wrap 20 lbs.

By learning the following simple method of breaking string, a merchant or clerk can save considerable time spent looking for scissors. String can be broken in this manner up to $\frac{1}{8}$ inch thickness.

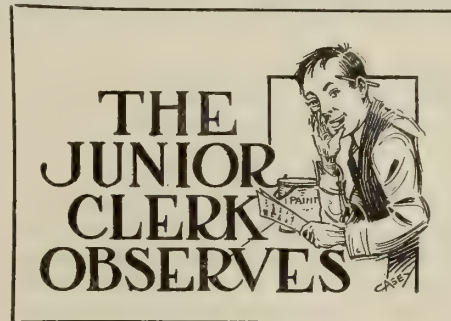
How it is Done.

When the parcel has been wrapped, the first finger is placed beneath the string as in Fig. 1, and is twisted around the string once or twice, as in Fig. 2. The string is then gripped by the thumb close to the finger, and jerked by the other hand. Twine will snap easily this way.

To break thicker cord is not so easy. In this case the middle finger is used, and care must be taken to have the string tight around the finger. It must be observed in both cases that the finger be twisted, and not the string wrapped around the finger. Novices are sure to cut themselves, but once they have learned the knack, they will find it easy. It is really a case of the cord cutting itself, and does not depend on strength of the clerk.

In some respects I think the opportunities of the boy of the 'sixties for learning the inside of the hardware business were better than those of to-day. There were no departments by which a boy was bound. Within a year

after my transfer from the position of parcel boy to a place behind the counter, a man came into the store, and laid down plans for a church in Nova Scotia for which he wanted builders' hardware. I got the job of figuring on the hardware and secured the order. The training I had secured in two years enabled me to undertake this work.



The booze-fighter always uses rum-bum bullets.

* * *

Watch the want ads—There are a few jobs open at present.

* * *

In the spring a young lady's fancy lightly turn to thoughts of "lids."

* * *

Isn't it strange that the Kaiser never makes any references to the Devil—absolutely ignores him. Is it jealousy?

* * *

Don't kick and grumble if the boss refuses to allow you to trim the windows the way you want to. They're his windows and he is paying your salary. If you don't like to put in the kind of windows the boss wants, get another job. But be mighty sure to get the other job before you let the old one go. Jobs are sometimes hard to find.

THE MAN WHO WINS.

The man who wins is an average man:
Not built on any peculiar plan,
Not blest with any peculiar luck;
Just steady and earnest and full of pluck.

When asked a question he does not "guess"—

He knows, and answers "no" or "yes";
When set a task that the rest can't do,
He buckles down 'till he's put it through.

Three things he's learned: that the man who tries

Finds favor in his employer's eyes.

That it pays to know more than one thing well;

That it doesn't pay all he knows to tell.

For the man who wins is the man who works,

Who neither labor nor trouble shirks;

Who uses his hands, his head, his eyes,

The man who wins is the man who tries.

So he works and waits; till one fine day
There's a better job with bigger pay,
And the men who shirked whenever they could

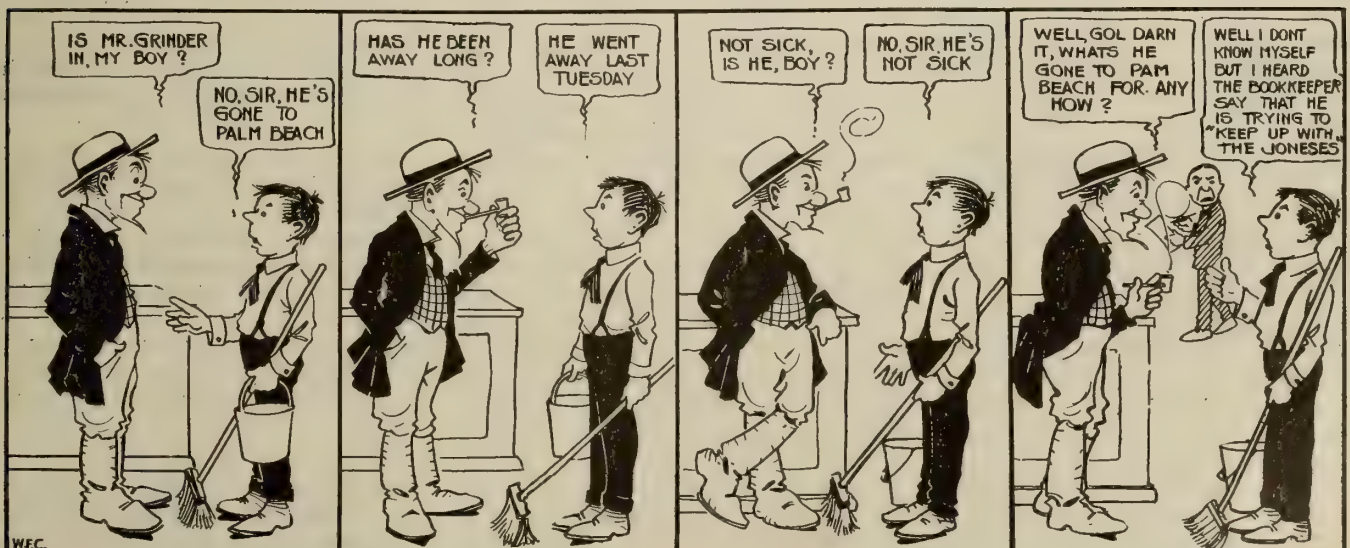
Are bossed by the man whose work made good.

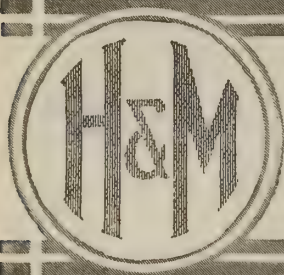
SAFE TERRITORY

The "Odd Man" in The Ironmonger remarks that "The German Government has, since the outbreak of war, taken over 40,000 square feet of space in the Panama-Pacific International Exposition. Before the war Germany was not participating officially; evidently she now wishes to make certain of at least 40,000 square feet of territory that will be safe."

No. 7—Ethelbert Evergreen, the Junior Clerk.

By Tom Bunt.





Current News

Readers are requested to send in, for publication on this page, news items of interest to the trade.



Fire Losses.

Yorkton, Sask.—Fire destroyed the hardware store of F. S. Collacott.

Second Vice-President R. M. A.

Winnipeg, Man.—W. A. Templeton, hardware merchant, was elected second vice-president of the Retail Merchants' Association.

To Represent U. S. Firm.

R. B. Downey, 26 Claremont Street, Toronto, has been engaged to represent the National Enameling and Stamping Co. of Milwaukee, Wis., manufacturers of enameled ware, tin and stamped ware, etc.

Moving Toronto Office

The Steel Company of Canada Ltd., announce that they will vacate their present city office at 69 Bay Street, Toronto, about April 1 and will occupy a more commodious suite on the ninth floor of the Traders Bank building, Toronto.

Obituary.

Montreal, Que.—The death occurred Sunday last, from pneumonia, at his residence, 2054 Chateaubriand Ave., of W. H. Ellicott, secretary of Miller Bros. and Sons, Limited, ironfounders. Mr. Ellicott was born in Montreal 37 years ago, and had been with this firm for twenty years.

Former Traveler Killed.

London, Ont.—Captain Dineen, who has been killed in action in France, was for many years a well known traveler in Canada. Starting with the McClary Mfg. Co. here, he covered Ontario, later being moved to Toronto, and then to Winnipeg. Five years ago he went to England to take a commission in the Imperial army, and was one of the first to go to the front when war started.

Dominion Incorporations

Metalyte Co., Limited, capitalized at \$500, head office Winnipeg, Man.

The Credit Clearing House of Canada, capitalized at \$100,000, head office Ottawa, Ont.

The Standard Valves Co., Ltd., capitalized at \$50,000, head office. Ottawa, to manufacture and deal in heating and cooling apparatus, etc.

The Axle Valve Co., capitalized at \$200,000, head office Montreal, Que., to

acquire Canadian rights for the axle valve and to manufacture and deal in the axle valve and other goods.

Open Toronto Branch.

A. Ramsay & Son Co., Montreal, have established a branch warehouse at 48 Colborne Street, Toronto, with a complete stock of paints, varnishes, etc. H. J. McAdie, who has represented A. Ramsay & Son in Central Ontario for the



H. J. McADIE.

past three years, has been appointed Toronto manager.

Mr. McAdie, who is a Canadian, has had experience in the paint business covering a period of 17 years, during which time he traveled extensively in the United States and England as well as in Canada.

Business Picking Up.

Guelph, Ont.—The Raymond Sewing Machine & Cream Separator Co., which has been idle for some time, has resumed operations. The Bell Piano and Organ Co., one of the largest firms in the city which has been working only a few days a week, is now working five and a half days a week. The Sterling Rubber Co. has found it necessary to enlarge its factory and work has commenced on a large addition.

Can Supply Customers.

A disastrous fire visited the plant of the Chicago Spring Butt Co., Chicago but notwithstanding the fact that the building and stock was seriously damaged, the firm is fortunate in having a large stock to draw from at the New York warehouse and will be in a position to promptly handle all orders. Plans are already under way for rebuilding the plant.

Opens New Store.

Sudbury, Ont.—The Cochrane Hardware Company's remodelled store and warehouse was opened last week and for three days was the Mecca of all Sudbury, when a three days' opening was held. Mr. Gordon C. Seybold in writing to Hardware and Metal stated that the success of the opening was far beyond the firm's greatest expectations. It is said that the new store is one of the best equipped in the province. Views and descriptions of the departments of the new store will appear in an early issue of Hardware and Metal.

Business Changes.

Ottawa, Ont.—Colonial Ornamental Glass Co. have dissolved partnership.

Montreal, Que.—Decatur, Bull & Co., wholesale hardware, have dissolved.

St. Agathe des Mons, Que.—The stock of P. Fortin, hardware, has been sold.

Nokomis, Sask.—Rollins Bros., hardware, have been succeeded by Mason & Durgan.

Toronto, Ont.—Thos. Crooks, jun., hardware, is offering his business for sale.

Souris, Man.—A. G. Box has taken over the hardware business of Currie & Mitchell.

Woodstock, N.B.—The wholesale and retail hardware stock of W. F. Dibblee & Son has been advertised for sale by tender.

Lanark, Ont.—Taylor Bros., hardware, have closed their branch store here, the head office of the firm is at Carleton Place.

Red Deer, Alta.—Smith, Gaetz, who have sold their hardware department to the Day Hardware Co., are still continuing their plumbing department.

A Correction.

Under the heading "To Make Steel Clad Baths," the following item appeared in the March 6 issue of Hardware and Metal:—"The Steel Trough and Machine Co., Guelph, Ont., have taken over the equipment, patterns and goodwill of the Toronto Steel Clad Bath Co., and in future will manufacture their line of steel clad baths."

Owing to an error the name of the location of the firm was given as Guelph. The Steel Trough and Machine Co., makers of lavatories, sanitary closets, steel tanks, troughs and cheese vats, maple evaporators, self-measuring pumps, gasoline tanks, etc., is located at Tweed, Ont.

New Firms.

Aylesbury, Sask.—Jas. Craig is adding hardware to his grocery stock.

Winnipeg, Man.—The Canadian Broom Mfg. Co. have incorporated.

Sedgewick, Sask.—A tinsmith business is being started here by John A. Smith.

Hoey, Sask.—W. W. Ruttan has opened a hardware and furniture business here.

Makinak, Man.—F. Everest has started a hardware and harness business here, ware stock.

Humboldt, Sask.—The North Battleford Plumbing & Heating Co. will open for business here about the first of April.

Revelstoke, B.C.—W. A. Sturdy, formerly manager of the Revelstoke Hardware Co., will open a hardware store here in the near future.

Red Deer, Alta.—The premises formerly occupied by the Day Hardware Co. will be occupied by Geo. Wright, of Taber, Alta., who is making some changes in the building and will install a hard-

Death of John Drury.

Dartmouth, N.S.—The death occurred here on March 12 of John Drury, manager of the Consumers Cordage Co., who had a few days previously undergone an operation in the Victoria General Hospital.

Mr. Drury was one of the best known and most highly esteemed citizens of Dartmouth, where he had resided for the last fourteen years. He was a native of Arbroath, Scotland, and emigrated to the United States with his family a number of years ago. After spending some time in Boston and Chicago, he accepted the position of manager of the Rope Works, at Dartmouth. Under his management this plant was developed and perfected, many valuable improvements being added by Mr. Drury, who was not only an experienced and skilful rope maker, but also a practical mechanic.

HARDWARE LETTER BOX

**Iron Fencing and Gates.**

Ingram & Davey, Ltd., St. Thomas, Ont.—Kindly advise us where we can buy iron fencing and gates.

Canadian Ornamental Iron Co., Toronto, Ont.; Dennis Wire & Iron Goods Co., Ltd., London, Ont.; Canadian Allis-Chalmers, Ltd., Toronto, Ont.; Dyer Fence & Supply Co., Toronto, Ont.—Ed.

Harness for Fire Depts.

Marshall-Ecclestone, Ltd., Timmons, Ont.—We would be greatly obliged if you could tell us the names of firms making fire team harness?

B. F. Ackerman & Son, Peterborough, Ont.; Beal Bros., Toronto, Ont.—Ed.

Steel Sash for Hothouses.

Howell Hardware Co., Ltd., Goderich, Ont.—Kindly give names of manufacturers of steel sash and frames for hothouses?

King Construction Co., 40 Dovercourt road, Toronto; Ford & Burnham Co., Ltd., 12 Queen street, east, Toronto.—Ed.

Fruit and Vegetable Presses.

Keith's Limited, New Birks Building, Montreal, Que.—Will you kindly give us the names of manufacturers of a machine which will pulp vegetables or fruit and also press the juice from same?

W. A. Perrin & Co., Ltd., Toronto, Ont.; the London Foundry Co., Ltd., London, Ont.; the James Smart Mfg. Co., Brockville, Ont.—Ed.

Balance Wheels.

R. A. Wells, Dresden, Ont.—Please be good enough to give us the names of some firms who make balance wheels.

G. Walter Green Co., Peterboro, Ont.; Canadian Buffalo Forge Co., Berlin, Ontario; Miller Bros. & Sons, Montreal, Que.—Ed.

Combination Oil and Gasoline Stove.

The Loughheed Hardware Co., Loughheed, Alta.—Will you be good enough to give us the addresses of firms handling a cook stove which will burn both gasoline and coal oil? We would like to get in touch with firms making or selling a small glass churn with a revolving dasher.

Landers, Frary & Clark, New Britain, Conn.; Dazey Churn Mfg. Co., St. Louis, Mo. Re stoves referred to, can any of our readers please supply the information?—Editor.

Fire Escapes

W. H. Turnbull & Sons, Brantford, Ont., please give name of a manufacturer

of fire escapes. Canadian Wire & Iron Goods Co., Hamilton, Ont.—Ed.

Personals

John Millen, of John Millen & Co., hardware specialties and motor boat supplies, Montreal, has been re-elected to the chairmanship of the Westmount Municipal Association. A vote of thanks was passed to Mr. Millen for the valuable work he has done in the past in encouraging the beautification of the city.

James T. Egan, proprietor of the Thos. J. Egan sporting goods store at Halifax, N. S., is to be congratulated on winning the Fred Gilbert tran-shooting trophy on March 13th at the Dartmouth Rod and Gun club. The Gilbert trophy is a silver cup donated by the DuPont powder company in commemoration of Mr. Gilbert's twenty year service with the company. Mr. Egan made a score of 91 breaks out of a possible 100 which places him well up with the other winners of the trophy which is being shot at all Canadian gun clubs.

CATALOGUES AND BOOKLETS

Androck Products.

Andrews Wire Works of Canada, Ltd., Watford, Ont., have issued a very complete 52-page catalogue featuring their many lines of wire and sheet metal products and hardware specialties. An exceptionally large range of household specialties is shown in the new catalogue. Copies will be mailed on request.

About Aluminum.

The British Aluminum Co., Ltd., of London, England, with Canadian office at 60 W. Front Street, Toronto, has issued an exceptionally attractive pocket book in miniature, "Facts and Figures," about aluminum.

Fifty-six pages of "Facts and Figures" about aluminum are given in the booklet. Users of aluminum will no doubt be interested in it.

Whitman & Barnes Catalogue.

The Whitman & Barnes Mfg. Co., St. Catharines, Ont., have issued catalogue 86, consisting of 168 pages, featuring twist drills, reamers, drop forged and screw wrenches, spring cutters, flat spring and riveted kegs, wrenches, punches, cold chisels, etc.

National Enamel and Stamping Co., Milwaukee, have issued catalogue No. 16, consisting of 410 pages, featuring anameled wares, tinware, japanned and galvanized wares, etc. The catalogue is well illustrated and gives detailed information regarding the firm's products.



Weekly Market Reports

Statements From Buying Centres



The Markets at a Glance

The business outlook, as far as spring trade is concerned, is much brighter than it has been for some time. Booked orders are being shipped out and orders for immediate delivery are numerous and very fair in size. Although buyers are still cautious it is quite evident by the nature of the orders received by wholesalers, that retailers' stocks are low. Except for business created by war orders, industrial centres are still quiet, but country trade is nearly normal. From the Canadian West comes the report that spring trade is opening up nicely, but it is predicted that the order will be reversed this year and the heavy buying will take place in the fall. Owing to the fact that thousands of men who usually assist in the harvest are now under arms, and that an increased production is expected, fears are expressed that there will be a serious shortage of help for the harvest. Should this occur, there will undoubtedly be some way of overcoming the shortage, for in war times desperate efforts can be made to overcome obstacles. The metal markets are very unsettled and tin and spelter have reached very high levels. The most spectacular advance during the week was in linseed oil. Many price changes have been made on hardware lines. The weekly reports on this and following page give details of the week's happenings in the hardware, metal and paint markets.

MONTREAL.

MONTREAL, March 18.—The spring outlook is far from pessimistic. Country business is continuing in good volume and prospects are bright in this department; the cities continue dull. There is a note of activity added, too, from the fact that the indications are for an early spring, which is attendant with an immediate movement of heavy goods with water navigation available. General farm lines are in strong demand, and the wide range which is covered indicates that

stocks have been allowed to run down; there is nothing to lead to the belief that the tariff advances have been a very important factor, and the average merchant has not the finances available to gamble. With good prices prevailing for farm produce and prospects for increased production, the trade is hopeful that the prosperity in country business will continue to offset the dullness of the manufacturing centres.

So far as price changes are concerned, conditions are still very much unsettled. The readjustment continues, but so broad are the ramifications of the tariff advance that it will still be some time before all the effects are felt, and then there are other factors, such as advancing prices of metals and high ocean freight rates, to be taken into consideration as unsettling influences. Until the readjustments are complete the trade may look for advances in practically every line imported or manufactured from imported materials.

Some of the changes made this week are in American ammunition, shot, plates, horseshoe nails, staples, fence wire, churns, auger bits, grindstones, sad irons, lantern globes, lamp chimneys, mops, oakum, building paper, picks, clothes-pins, pitch, scythes, stones, tubs, wheelbarrows, batteries, etc. Copper and tin are firmer; antimony has advanced

sharply; and spelter shows a tendency to decline. New prices on builders' hardware are further delayed owing to the manufacturers not coming to a definite understanding.

The Metals.—The tendency of the metals is upward—and ever upward. Advances were noted practically all along the line during the past week, both in London and New York, as well as locally, although in Canada the increases in some lines are proportionately higher, because the prices have been on a lower level on account of stocks on hand. The new factor in the general situation was the statement of Lord Kitchener to the effect that the supply of war material in Great Britain will be a matter of very serious consideration for the next couple of months, it being necessary to increase the output of ammunition. The trade locally has noted a continuance of quiet conditions so far as building and construction programmes are concerned, but there is a very active demand for lead and antimony and the other metals entering into the manufacture of shrapnel shells.

Tin.—While the local quotations for tin continue in a wide spread, from 50c to 60c, the tendency is higher in sympathy with a market in New York, which gives indications of getting beyond control. Considerable excitement prevailed early in the week in both London and New York, the spot and March situation taking a very serious complexion. New York has only 250 tons in sight between the present and the end of March compared with normal arrivals of about 1,500 tons. Beyond that time the situation is uncertain also on account of the conditions surrounding shipping from London. Consumers and dealers are reported to be making efforts to keep the situation from getting beyond all bounds. New York gives a nominal quotation of 52c, as compared with 48½c last week and 42c two weeks ago.

Copper.—The statement of Lord Kitchener to the effect that Great Britain is seriously considering the need for a greater output of ammunition was taken particular note of in the copper market, where prices are slightly firmer, despite the increasing output. Locally the quotation advanced to 17c, and is very firm.

MONTREAL QUOTATIONS.

Tin	50-60c
Spelter	\$12.50
Copper	\$17.00
Lead, Trail, cwt.	\$5.75
Lead, Imported, cwt.	\$5.75
Antimony	\$27.00
Solder, ½ x ½	23 to 30
Solder "strictly"	25 to 32
Aluminum, Ingot	23c lb.
Aluminum, Pattern	24c lb.
Wire Nails	\$2.40 base
Cut Nails	\$2.50 base
Pure Manila Rope	14½c base
British Manila Rope	11c base
African Hemp	11c base
Sisal	10c
Lath Yarn	8¾c

Solder.—The solder market is firm, and prices are likely to further advance in sympathy with the tin quotations. The top of the market is still quoted as 30c for half-and-half and 30c for strictly, but there is a tendency for the lower quotations to move nearer this mark. The situation becomes firmer as stocks become exhausted, and high prices of raw materials continue.

Spelter.—The week has seen a reaction in the spelter market, although for the time being the quotations locally prevail at about 12½c. The quotations in the States have dropped about 1¾c a pound. The indications now appear that there is manipulation being attempted to keep the market down, just as there was some time ago to effect advances. Sheet zinc has been reduced to \$13.50 and \$14, being 50c off.

Lead.—A further advance is noted in lead, the price now being \$5.75. The local increase came coincident with an advance of 15c made in the United States by the trust. The chief factor in the New York situation is the continuation of a strong foreign demand, which may have been helped by Kitchener's reference to a need for a larger output of ammunition.

Antimony.—The price of antimony has been advanced to \$27, which is not surprising in view of the good demand on the part of ammunition manufacturers and the fact that this price has prevailed in New York for a couple of weeks, and has recently been increased to 28c. English demand is responsible for the high price in the States.

Ammunition.—Price adjustments have now been made on American ammunition so as to absorb the increase in the tariff. The following prices now prevail:—

22 short and R.F.	35 and 5%
22 L.R. black	25 and 5%
22 L.R. smokeless	25 and 5%
22 long smokeless	35 and 5%
22 short smokeless	45 and 5%
Balance R.F.	25 and 5%
R. F. shot	25 and 5%
C. F. pistol sizes, 7½ per cent advance on list.	
C. F. sporting and military, 17½ per cent advance on list.	
C. F. shot, 7½ per cent. advance on list.	
B. B. caps, \$2.50 per M; C. B. caps, \$2.80 per M.	

Shot.—There is a material advance in the price of shot, the new price of \$9 net being 75c above the old figure. Standard shot was formerly \$15, with 45 per cent. off and 2 per cent. 30 days, while the price is now \$9 net. Extras are unchanged as follows:—Chilled, 40c; buck and seal, 80c; No. 28 ball, \$1.20; bags less than 25 lbs., ½c per lb.

Plates.—Further general advances are noted in the prices quoted for plates. The continued higher prices for metals

are showing their effect as supplies go into consumption and have to be replaced.

Allways Best—I. C. 14 x 20 base.	\$5.00
I.X. 14 by 20 base	6.00
I.X.X. 14 by 20 base	7.00
Cokes Bright—I.C. 14 x 20 base..	4.75
20 by 28 double box	9.25

The advances covered by these new figures are 25c all round.

Sheets.—The new price on sheets, which were announced last week, are effective, and the market continues firm in sympathy with the metal markets. It is of interest to note that an American manufacturer advertised that owing to the unprecedented high price of spelter 20-gauge roofing, painted with the best graphite paint, cost less than 29-gauge galvanized roofing; the 20-gauge is more than twice as heavy as the 29-gauge.

Iron and Steel.—The market continues comparatively firm, but there is little demand in the hardware trade. An advance of mining steel is noted from 7½c to 7¾c.

Nails.—The new price of nails at \$2.40 is effective, and the market continues firm, although the demand is not active. An advance in horseshoe nails is now noted of 5 per cent., the discount being 10 per cent. instead of 10 and 5 per cent. as formerly.

Staples.—Further advances are noted in the prices of staples in sympathy with the general advances in galvanized wire products. Hundred pound kegs have advanced from \$4.50 to \$4.75, and 25-lb. boxes from \$4.85 to \$5. Bright fence, in 100-lb. kegs, are up from \$2.60 to \$2.65, and in 25-lb. boxes from \$2.75 to \$2.90; galvanized, in 25-lb. boxes, are up from \$3.10 to \$3.25.

Fence Wire.—Some further slight changes in the prices for fence wire are noted. The following quotations now prevail:—

Barb	\$2.75
No. 9 coil spring	2.70
No. 9 plain galvanized	2.65
No. 12 plain galvanized.....	2.80
No. 13 plain galvanized.....	2.90
No. 12 smooth wire is now 30c above the base of \$2.30, this being an advance of 10c.	

Churns.—There are higher prices for churns, the old list prevailing with the following changes in discount:—Toronto, Hamilton, London and St. Mary's, 40 per cent. instead of 40 per cent. and 40 per cent. and Ottawa, Kingston and Montreal, 37½ per cent. instead of 37½ per cent. and 10 per cent.

Augers.—Advances are being made in the prices of American auger bits. These increases will approximate 7½ per cent. to cover the increase of the duty.

Grindstones.—General increases in the price of grindstones have gone into effect, the base over 40 lbs. and 2-in. thick now being \$1.30, as compared with

\$1.25. The increases on smaller sizes are proportionate.

Halters.—Although the quotations for halters have not as yet been advanced, such has been the increase in the cost of leather that certain lines are likely to be adjusted to a higher level at any time.

Sad Irons.—Sad irons have been affected by the tariff changes, the price of Mrs. Potts' polished having been advanced from 78c to 85c and of nickel-plated from 85c to 90c.

Lantern Globes.—Cold blast lantern globes have increased in price in the general readjustment, the increase being from 5c to 30c, and the following quotations now prevailing:—

Cold blast, short ruby.....	\$1.90
Cold blast, common ruby	1.90
Cold blast, short	0.75
Cold blast	0.55

Mops.—The prices of mop sticks have been advanced from \$1.10 to \$1.25 per dozen, and cast head mops from \$1.35 to \$1.40 per dozen.

Handles.—There are readjustments being made in the prices of axe, pick and other handles, which will make some small increases throughout the lists.

Oakum.—Prices for British oakum are firming. One advance is noted this week in the U. S. Navy, which is really an English product. The price is now \$6.75, as compared with \$6.50.

Building Paper.—Some advances are noted in connection with building paper, and the whole list is very firm. Plain fibre No. 2 is quoted at 35c, an advance of 3c, and asbestos at \$3.50, an advance of 25c.

Picks.—Prices for picks and shovels are being readjusted, and some advances will be made. Clay picks, 5 to 6 lbs., have been increased from \$3.75 to \$4, and 7 lbs. from \$4 to \$4.25.

Clothespins.—Higher prices for clothespins are to be expected. Already one house has advanced the price of the common 4-in. from 80c to 85c.

Pitch.—The price quoted for pine pitch by the barrel is now \$5, being an advance of 50c over the old price.

Scythes.—Further advances are noted in the prices of scythes, the following quotations now prevailing:—

Cast steel, doz.	\$7.25
Clipper, doz.	8.25
Guaranteed, doz.	9.75
Brush, doz.	8.25

Stones.—Diamond and English round stones have been advanced. Diamond are now quoted at \$2.45 the box, and English round at \$2.60.

Tubs.—Wooden and fibre tubs are subject to new prices. The advance is about 50c all round. The following are the quotations:—

Wooden—No. 0	\$11.50
No. 1	10.00
No. 2	8.50

No. 3	7.50
Fibre—No. 0	14.60
No. 1	12.60
No. 2	10.60
No. 3	9.10

Wheelbarrows.—There are material advances in the prices for wheelbarrows, the advance being due to tariff changes. Navy steel advanced from \$21 to \$23.50; garden steel from \$32.40 to \$36, and light garden from \$22.80 to \$27.

Batteries.—A further advance in the price of No. 6 dry batteries is noted, the increase being 3c, which makes a total increase since the outbreak of the war of 4½c.

Lead Pipe.—Lead pipe is very firm, with the continued advances in the lead market. The recently adjusted prices prevail: 7½c for lead pipe and 9c for lead waste pipe.

Bolts and Screws.—The demand for bolts and screws continues light, this being the natural result of depression in industrial centres. Prices are firm on the new quotations.

Builders' Hardware.—There is considerable unrest in the trade with regard to the prices of builders' hardware. The new prices have been a long time coming from the manufacturers, and it is understood that they are not in complete agreement in the matter. Advances, however, are certain to be general, particularly where copper and bronze is used in the manufacture.

Lamp Chimneys.—The following prices are now in effect for lamp chimneys:—

Small, 6 doz.	\$3.00
Medium, 8 doz.	3.75
Large, 6 doz.	4.00

Rope and Twine.—The prices on British Manila are very firm. New prices for binder twine are not yet out, but booking is being taken at open figures, and there is a fairly good inquiry. There is considerable speculation as to price prospects.

Pipe.—Higher prices than the recent quotations for wrought pipe have been put into effect for quantities less than 100 feet. The advance is from 10c up, the quotations being:—

Black. Galvanized.

¼-in and ⅜-in. ..	\$2.27	\$3.22
½-in.	2.78	3.76
¾-in.	3.15	4.50
1-in.	4.65	6.62
1¼-in.	6.29	8.96
1½-in.	7.53	10.61
2-in.	10.12	14.41
2½-in.	16.00	22.79
3-in.	21.93	29.80
3½-in.	25.18	35.83
4-in.	29.85	42.15

Kitchen Utensils.—The situation is unchanged. Spelter has broken to some extent, and this promises to relieve the market for galvanized ware, but the cost is still high for manufacturing purposes. Tin is very high after a slight break,

and a continuance of the present level would mean further adjustments of prices.

Stoves and Furnaces.—The situation as regards stove and furnaces continues very quiet. There cannot be said to be any improvement, and stocks are hardly moving. Ordering for fall is expected to start later than usual owing to the hand-to-mouth policy, which is generally in favor in the trade.

TORONTO

TORONTO, March 18.—Although conditions in the hardware trade are still below normal, there is no doubt that there has been considerable improvement of late, especially during the past two weeks. For some time after the beginning of the year, business was decidedly dull, a state of affairs not altogether unexpected considering the conditions which prevailed. More recently, however, the outlook has improved and with the approach of spring a more optimistic feeling is noticeable. The city trade has not shown such signs of recovery as in the smaller towns and country districts. The present depression is being felt more severely in the larger manufacturing centres whereas in the country conditions are more favorable, due to the prosperity in the agricultural community. The situation in some towns has, however, been considerably relieved by the placing of the large orders for military equipment by the British and other Governments.

The trade is still adjusting prices as a result of tariff changes. All price changes up to date have been noted in these columns but complete revisions have not been made as yet. Prices on some lines have still to be adjusted and for various reasons this will take time. Spades and shovels will advance on May 1, but the new discounts have not been definitely decided upon. The new binder twine prices have not been announced yet, owing to the unsettled condition in Mexico. For the same reason it is impossible to say when the 1915 prices will be issued. Prices of galvanized wire are still withdrawn and prices on galvanized products which have been revised are liable to further adjustment owing to the unsettled condition of the spelter market. The manufacturers in the Pittsburgh district have announced an advance in the price of tin plate equal to \$3 per ton but there has been no change in the local market, although a revision is probable.

The Metals.—The situation in the metal markets is gradually improving and the volume of business is greater than at any time during the past few weeks. Comparatively speaking, however, conditions are under normal and

prices bear little relation to the strength in the primary markets. The war is responsible both directly and indirectly for the present state of affairs. Shortage of tonnage and in some cases, heavy demand, are responsible for the continued strength in the markets. Spot tin, for instance, is almost unobtainable on account of the shipping situation. Copper on the other hand is firm on account of heavy demand. The spelter situation which has been causing much uneasiness for some weeks, has not improved and the market is still demoralized. There was a break in the spelter and tin markets last Thursday but they soon recovered and returned to the previous quotations. Since, then, however, tin has advanced 1c per pound. Copper, antimony and lead are strong at unchanged prices. Solders are very firm at last week's advances which were sufficient to cover the advance in tin reported to-day. There is therefore no further advance to announce in solders, the quotations being given in the panel and current market quotations. Aluminum has been the least effected of all metals by prevailing conditions and quotations have been steady for some time at 23½c per pound.

Tin.—The tin situation has of late assumed somewhat serious proportions due principally to the shortage of tonnage accompanied by active demand. The result has been a scarcity of spot supplies and the situation for spot and March tin in New York is now more acute than at any time. The present average weekly consumption is nearly ten times greater than the arrivals of tin at New York. The situation at the Port of London has not improved much and is still tight, partly due to the delay in handling cargoes. Tin has advanced 1c in the local market and is quoted at 58c per pound.

Copper.—The copper situation remains very much the same as last week. Ad-

TORONTO QUOTATIONS.

Tin	58c
Copper	16¾c
Lead	5.60c
Spelter	15c
Antimony	25c
Aluminum Ingot	23½c
Aluminum Pattern	24½c
Solder, ½ x ½	33c lb.
Wire Solder	34c lb.
Wiping Solder	27c lb.
Tinker's Bar Solder	35c lb.
Wire Nails	\$2.35 base
Cut Nails	\$2.70 base
Poultry Netting	45%
Pure Manila Rope	14½c base
British Manila Rope	11c base
African Hemp Rope	11c base
Sisal Rope	9½c base

vices from New York report heavy export shipments but comparatively dull domestic business. The market is quiet and unchanged. Local quotations are firm at 16¾c per pound.

Spelter.—The spelter market continues unsettled and demoralized. A break in the market at the end of last week was followed by a recovery to the original quotations. Supplies are still difficult to obtain and prices are nominal. Spelter is firm and unchanged at 15c per pound.

Lead.—There has been a decided increase in demand for lead and the market is strong. Prices are firm but likely to go considerably higher. Lead is quoted locally at 5¾c per pound.

Antimony.—The market is strong on heavy demand and prices are nominal. The advance reported last week has been maintained. Antimony is being quoted at 25c per pound.

Scrap Metals.—The demand continues light but prices generally are holding firm, especially in copper and brass scrap. Heavy and tea lead have advanced ¼c and are now quoted at 4¼c and 3¼c per pound respectively.

Bar Iron and Steel.—Conditions in the steel trade do not show any material improvement, being quiet. Prices are firm at \$2.05 base.

Pig Iron.—There is little of importance to note in the pig iron market. The business that is passing is usually for light tonnages to fill immediate requirements. Victoria and Hamilton pig iron are unchanged at \$19 per ton.

Lead and Iron Pipe.—The dullness in the building trade is being felt in the pipe market; prices, however, are firm. Lead pipe is quoted at 7½c and waste pipe at 9c net. Prices on iron pipe are given in the current market quotations.

Poultry Netting.—The spring business is practically all booked. The situation as regards English netting is disturbed owing to shortage of labor, increased cost of materials and high ocean freight rates. Discount on poultry netting is 45 per cent.

Wire Nails.—The new prices announced last week are firm, although the demand is not heavy. Wire nails are being quoted at \$2.35 base. Cut nails are unchanged at \$2.70 base.

Wire Bale Ties.—The new prices on wire bale ties per 100 pounds, single hook are as follows:—No. 12, 2.90; No. 13, 3.00; No. 13½, 3.05; No. 14, 3.15; No. 15, 3.35; No. 16, 3.50, f.o.b. Hamilton and Montreal, and freight equalized.

Wire.—All prices on galvanized wire remain withdrawn pending a revision. The new prices when announced will be higher. Smooth steel wire is firm at \$2.30 base. Prices on other lines are given in the current market quotations.

Tacks.—Last week the revised list for tacks was published, showing a general

advance. This week the list has been augmented by the addition of a list of shoe rivet discounts. The new list went into effect on March 8th, and is given in the current market quotations.

Galvanized Sheets.—As in the case of all galvanized products prices are liable to further revision, the high cost of spelter being the cause of the unsettled condition of the market. New prices quoted last week are firm and are given in the current market quotations.

Rope and Twine.—The situation shows no improvement as regards raw jute, hemp and manilla. The trouble in Mexico continues and practically no sisal is being shipped. The high ocean freight rates are affecting jute and manilla

vanced 9 cents per gallon and local quotations are now as follows:

	Raw.	Boiled.
1-2 barrels	84c	87c
3-5 barrels	83c	86c
6-9 barrels	82c	85c

Turpentine has been advanced 1 cent per Imperial gallon and is now quoted in single barrels at 69c per Imperial gallon; 2-4 barrels 68c per Imperial gallon; 5-gal lots 76c per Imperial gallon.

Glass and putty remain unchanged at the prices shown in the current quotations.

Harvest Tools, Etc.—Harvest tools are quoted at 40-12½% and scythes, snaths, etc., remain at the prices quoted last week.

Rope, Twine, Etc.—The 1915 prices on twine have not yet been issued. Rope is quoted as follows:

Pure Manila	14½c lb. basis
British Manila ...	11 c lb. basis
African Hemp	11 c lb. basis

Nails, Wire, Tacks, Etc.—Tacks and shoe rivets, etc., have advanced from 10-25%. The new discounts are shown in current market quotations. Wire nails remain at \$2.35 base; cut nails at \$2.70 base. Poultry netting remains at 45% discount; screen wire painted black is quoted in 100-ft. rolls at \$1.50 per 100 ft.; in 50-ft. rolls at \$1.55 per 100 ft.

Alarm clocks, glazier's paints, food-choppers, rasps and files and many other lines have advanced from 5 to 10%.

WINNIPEG.

WINNIPEG, March 18.—The remarkably mild weather gives promise of the farmers getting on the land much earlier than usual, and as a result wholesalers have received word from dealers in various parts of the country to make immediate delivery of goods which were ordered some time ago. In another week or 10 days it seems that the country may be opened up, and there is no doubt the hardwaremen will then be called upon to provide such lines as farmers need in the spring. There is a much more hopeful tone to the reports received on trade conditions than has been the case for some months. Dealers are still buying with a great deal of caution. They are evidently making an effort to keep their stock at as low a point as possible. They are, however, buying spring lines in good quantities.

It is not the immediate business, however, which is causing a more optimistic outlook, but rather the prospect of a big fall's business. In 1912 it will be remembered the volume of business in July and August was exceedingly large—and this year, with the very much larger acreage under cultivation—and under better cultivation than ever before—the prospects of a heavy crop are good. If this good crop comes, and if good prices

NEW PRICES IN MONTREAL THIS WEEK.

Tin advances further.
Copper now 17c.
Spelter tends downward.
Antimony now 27c.
New prices on American ammunition.
Shot basis now \$9 net.
Allways best and Cokes bright plates advance 25c all round.
Mining steel advances to 7¼c.
Further advances on staples.
Horseshoe nails advance 5%.
Barb and plain fence wires slightly higher.
Churns advance 15%.
American augur bits up 7½%.
Grindstones, base now \$1.30.
Mrs. Potts sad irons, 8c up for plain and 5c for nickel.
Cold blast lantern globes up 5 to 30c.
Mop sticks and cast head mops are higher.
U.S. Navy oakum up 25c.
Clay picks are 25c dearer.
Plain clothespins advance 5c.
Pine pitch up 50c a barrel.
Scythes advance a further 50c.
Diamond and English stones materially advanced.
New prices on woode nand fibre tubs—up 50c.
Wheelbarrows are sharply increased.
Dry batteries up another 3c.
New prices for lamp chimneys.
Wrought pipe advanced for small quantities.
Linseed oil advances.

while hemp is becoming very scarce, due to the war. Business is picking up and prices are unchanged.

Furnaces and Stoves.—The market is quiet and seasonable. Gas ranges are beginning to move.

Kitchen Utensils.—A fair volume of business is reported in shelf lines. Prices generally are firm especially on galvanized and tin ware.

LONDON.

LONDON, Ont., March 18.—Business here is improving steadily and has been helped by the recent mild weather. Orders are larger and prospects are bright for a good spring trade. This city is located in a particularly wealthy section of the country and there has been a healthy growth each year for many years past. Price changes are still taking place in hardware lines as a result of tariff changes.

Linseed Oil.—Linseed oil has ad-

hold for wheat, it seems absolutely certain this fall's business should be remarkably satisfactory.

Already Looks Like Big Fall.

Wholesalers are rather of the opinion that the usual order of things is going to be exactly reversed this year. As a regular thing the heavy buying comes in the spring, and the sorting orders in the fall. This year the spring orders are being kept as low as possible, but it begins to seem that the summer and fall demand will be very heavy.

One difficulty is already being anticipated with regard to the crop—the difficulty of getting this harvested. Thousands of men who usually engage in this work are now under arms. The crop is practically certain to be larger than formerly, and it is going to be a problem to secure the necessary men.

Copper up 3 Cents.

The activity in hardware lines as regards price changes continues this week. Copper has risen considerably, sheet and planished being quoted at 37c, or 3c up from the former quotation, while tinned is quoted at 30c, also a 3c advance. In eavestroughs also there has been a material rise, due perhaps to the rise

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THE TRAVELLING MAN.

(Continued from page 128.)

of like ilk who annoy all with whom they come in contact and who indirectly bring down wrath on the whole travelling fraternity.

But it is intended here to deal with the one side of the question only. Perhaps some other time occasion will be taken to address a gentle admonition to travellers on the question of improving their attitude toward the merchant. At present let us content ourselves with asking that the merchant give the traveller a better show.

At the recent convention of the Ontario hardwaremen it was decided to take travellers into the association as associate members. It was rightly felt that the traveller was one of the best friends the retailer had and that the better they got on together the better it would be for both.

The traveller is a good fellow and a good friend. Here's to a better understanding all around.



SECURING MORE DISPLAY SPACE.

(Continued from page 119.)

dows contained an elaborate and handsome display of vegetable and flower seeds. The other window contained a very neat display of tools. Window displays in May Brothers, have appeared in Hardware and Metal on several occasions.

By re-arranging the stock and by spending a reasonable amount for new shelving, May Brothers have doubled their display spaces.

The Delivery Outfits.

Accompanying this article there is also an illustration showing two wagons which are the property of May Brothers. They have had several types of wagons before they got these in the fall. But it seemed that they all fell down in one particular—they weren't roomy enough. It seemed more or less impossible to get a wagon such as they desired unless it was made specially for them. Either those which might be bought were not compact enough, though large enough to carry screen doors, for instance. Or else, they were the old type of small hardware wagon, whenever anything as big as a screen door was not safe. So, Mr. May designed a wagon for himself, and he found it paid him from a purely financial point of view.

These wagons cost \$150 each. Each wagon is seven feet long between the tail-board—when it is up—and the seat. That is long enough to handle screen doors or wall boards. The width is about five feet. But the outstanding feature is the rail at either side which rises to a height of about 18 inches. This is built for the purpose of securing anything big, by rope, so that the wagon not only rides better, but also carries much more. A screen door on an ordinary wagon lies on the floor or is packed in "any old place." By having it, or wall boards, or anything cumbersome attached to the rail at the side, space is economized to a very material extent, and the other articles being carried can be packed much better.

Another good feature is the two name plates, one at either side of the wagon. These are made of brass—for two reasons. One is that being a plate instead of painted words, when the wagon is to be repainted the plate can just be detached and then attached again. In the case of paint it would be a case of repainting the name. The other is that a brass name certainly adds to the effect of the wagon.

Mr. May places the advertising value of these wagons very high. Running all over the districts they serve, the spic-and-span outfits attract attention. A smart turn-out consisting of an unusual type of wagon finished off by a brass name plate, and drawn by a good colt, is a mighty good ad. for the man who sends it out. The blinkers over the horse's eyes have the words May Bros in brass lettering, all keeping up the advertisement idea.

The firm is "May Brothers," not "May Bros." The firm has been at some pains to keep the one form all the way through.

The cash register lights up the words "May Brothers" every time it is used. The windows have, each of them, the words "May Brothers, Hardware," and never the abbreviation "Bros." This is a good point, and one wherein it pays to be consistent, even though one has to pay extra at the outset. For instance the name plates on the two wagons that have been described, had to be made specially long to accommodate the full name, and were therefore more expensive.

That is just one of the little points that, regarded, help business and, neglected, hinder it. It is a good pointer. Consistency in name, if it guarantees consistency in quality is very much worth while.



MODERN STORE FRONTS.

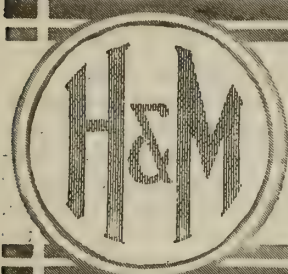
(Continued from page 116.)

trations. The frame which is an exceedingly large one, can be trimmed in the store and then moved into show window. The trim on this frame when the store front photograph was taken included pruning saws, tree pruners, pruning shears, etc. Each article was accompanied by a neat price ticket. On the separate view of the frame is shown a display of "tools for the woods," including axes, plain and handled; saw sets, files, wedges, cant-hooks, chains, etc. In this display, as in the other, each article is accompanied by a neat price card showing the price in plain figures. Carter Bros. have every reason to be proud of the handsome and practical store front they have installed. Hardware and Metal has been informed by Mr. Carter that excellent results have already been obtained from the new front.

Leamington Store Front

The front of the store of H. Lendon, hardware merchant, Leamington, Ont., a view of which accompanies this article, is typical of the substantial and practical store fronts which are found in many of the hardware stores in the small towns of Canada. Here are shown four large display windows in one store front.

When the photograph was taken the windows contained two store displays. paint display and a display of auto accessories. The large windows in addition to giving plenty of light to the store interior, afford ample scope for the window trimmer to do good work. Wilbert gives personal attention to the windows and is a strong believer in the sales accruing from good window suggestions. One of the four windows receives attention every day. The windows are particularly well adapted for making large window displays and are paneled with a beaver board background.



Weekly Paint Markets



MONTREAL.

MONTREAL, March 18.—With prospects for an early opening of navigation, and brisk business from country districts, the spring outlook in the paint business is generally accepted as being altogether satisfactory, considering the prevailing conditions. The depression in industrial centres has naturally reduced not only the manufacturing but the general demand as well, but this is only what could be expected. Country business is materially better than at the same time a year ago, but the situation as a whole shows little difference.

With linseed oil soaring to new heights, lead advancing, zines practically out of the market, and supplies of colors and other imported material running short, the trade is facing the necessity for general advances, and the time is approaching when the increased cost of raw materials will force a readjustment throughout the manufactured lines; this readjustment is warranted, and has been warranted for some time, by the prevailing market prices, but quotations have been maintained in relation to the prices paid by manufacturers for the supplies entering into the manufacture of the spring stocks.

Linseed Oil.—Oil has been the spectacular feature of the paint markets since the outbreak of the war, but its pyrotechnics in the price list have been even more startling during the past week than anything previous. An important advance on Tuesday was followed by another on Wednesday, with the result that the whole basis of prices was upset, and this condition was accentuated owing to the fact that additional advances were anticipated before the end of the week. The best gauge of the market that can be quoted is the basis of the refiners, which has advanced from 69½¢ and 72¢ to 82¢ and 84½¢. This is an increase of 12½¢, and the outlook is for a further upward movement. The crushers report that the situation is very strong, the prices following closely the action of the flax market, which has been very active in an upward direction. Owing to the fact that there is no understanding between dealers in Montreal, to the fact also that prices are only

adjusted about once a week, and the further fact that with a small demand there is an inclination to take profits on stocks bought before the rise, there is an even greater spread than usual in the prices. Thus, while the price of the crushers can be taken as a guide to the situation, there are quotations heard at 75¢ and 78¢ for the time being; with the top of the market advancing with the actual costs to a level of 87¢ and 90¢. However, it is practically impossible to give any very definite guide to prices until the atmosphere clears somewhat.

	Raw.	Boiled.
1 to 2 barrels..	75¢ to 87¢	78¢ to 90¢
3 to 5 barrels..	74¢ to 86¢	77¢ to 89¢
6 to 9 barrels..	73¢ to 85¢	76¢ to 88¢
10 bbls. and over	73¢ to 84¢	75¢ to 87¢
5-gal. cans, 50¢ each; 10-gal. cans, 75¢ each.		

Gasoline and Benzine.—There has been no change in the gasoline market during the week, the situation continuing firm, with demand somewhat encouraged by the opening of the season. Gasoline in drums is quoted at 15¢, and tank wagon, any quantity, at 14½¢.

Turpentine.—The turpentine market has eased materially during the week, refiners having reduced the price to the basis of 66¢, after having taken it to 67½¢ for a time. The result has been that the trade has narrowed the spread materially.

	Per gal.
½-bbl. lots	69¢-72¢
1-bbl. lots	66¢-69¢
2 to 4-bbl. lots	65¢-78¢
5 to 10-bbl. lots	64¢-67¢

Glass.—The glass situation continues very unsettled, no agreement having as yet been arrived at as to the adjustment of the prices in relation to the increase in the tariff. The difficulty appears to be in getting the dealers to act together in the market, owing to stocks on hand not affected by the higher duty.

Lead, Zinc, etc.—Several additional advances in the pig lead market have made white lead very firm, and higher quotations are likely to result if the market holds. The basis is now \$8.70 by the ton. At the same time zinc has been affected in such a manner that there have been important price changes, with some houses refusing to sell at any

price. As high as 20¢ has been heard in New York, where purchases could normally be made at 5¢. This gives some idea of the course the market has taken. The demand in the trade is not heavy, however, and where quotations are made the advance on dry is about 2¢, with a little better increase on the commodity in oil. Arsenate of lead is also feeling the higher market, and there has been an advance of 3½¢ on dry stocks, with paste holding firm for the time being.

Colors, Whiting, etc.—The market for dry colors is very unsettled, with higher prices prevailing, particularly for reds. Some of the big houses have gone so far as to withdraw prices on certain dry reds altogether, and a readjustment of the whole list appears to be imminent. Whiting is holding the old basis, but is getting firmer, as supplies are going into consumption and putty is strong in sympathy, despite the light demand.

TORONTO.

TORONTO, March 18.—A better feeling prevails in the paint trade this week, due to the approach of milder weather and the prospect of increasing business on this account. Spring bookings in the country have been very satisfactory, and an improvement in the city trade is expected shortly. There have been no further price changes, due to the tariff, this week, but further revisions are contemplated. It is expected that there will be a sharp advance in the higher grade of dry colors in the near future. Supplies of some colors are difficult to obtain, and freight rates have advanced considerably. Whiting and putty are both expected to go higher. With the prospect of so many lines being advanced it would seem to be a good time to buy. Glass is unchanged, but the new list may be announced any time. The most spectacular advance this week has been in linseed oil, which is 12¢ higher than last week. Turpentine has also advanced 1¢ per gallon. Collections are still slow, but improving.

Linseed Oil.—Flax seed has jumped up to \$1.85 for spot, and \$1.90 for May delivery, with the result that crushers have put their prices up. This condition has caused a sharp advance in oil of 12¢, and dealers say that even at 84¢, which

is the new quotation, there is very little margin of profit. It is also stated that prices would have been even higher if there had not been in stock supplies of cheaper oil purchased some months ago at a much lower figure. The demand is light, as considerable oil was booked for spring delivery at the lower prices. As the demand increases a further advance is expected. The following prices are being quoted in Toronto:—

	Raw.	Boiled.
Single bbls.	84	87
3 to 5 bbls.	83	86
6 to 9 bbls.	82	85

Turpentine.—An advance of 1c per gallon in turpentine is announced this week. This advance is not due to local conditions, but because of a large shipment of turpentine from Savannah and Jacksonville to London. This will considerably decrease stocks, and the new turpentine will not be in for a month or more. The demand is light locally, but is expected to improve with the approach of milder weather, in which case a further advance may be announced. The following prices are generally being quoted in Toronto: Single barrels, 69c; 2 to 4 bbls., 68c; and 5-gallon lots, 76c per Imperial gallon.

Dry Colors.—A serious shortage is being experienced in the supply of some lines of dry colors. Those colors which before the war had been imported from Germany have advanced in an extraordinary manner. Taking everything into consideration, there is no doubt but that there will be a sharp advance in high-grade dry colors in the near future. Prussian blue, ultramarine and reds are sure to be advanced.

White Lead.—The new prices announced recently are holding very firm, and business is reported to be quite satisfactory. Prices are shown in current market quotations.

Whiting.—Higher prices may be expected for whiting. The increased cost of whiting in England and sharp advance in freight rates have stiffened the market here and prices are firm.

Gasoline.—The demand for gasoline continues to improve, and the market is firm at 18c per gallon. Coal oil is quieter, business having fallen off some. Coal oil prices are given in the current market quotations. Benzine is quiet at 18c per gallon.

Glass.—Price adjustments are under consideration, but no announcement has been made as yet. The demand is light, and there are fairly good stocks on hand. Prices will probably be higher, and the new list may be issued any time.

Putty.—In some quarters prices are expected to advance, as both whiting and linseed oil are higher. The market is firm, but business is quiet. The fol-

lowing prices are for standard putty in less than ton lots:—

	Per 100 lbs.
Bulk, bbls., 800 lbs.	\$2.40
Bulk drums, 100 lbs.	2.60
Bulk drums, 50 lbs.	2.65
Bulk drums, 25 lbs.	2.70
Bulk drums, 12½ lbs.	2.95
Cased tins, 25 lbs.	2.90
Cased tins, 12½ lbs.	3.10
Bladders, bbl., 400 lbs.	2.90
Bladders, cases, 100 lbs. ..	3.00
Pure putty, 60c per cwt. advance.	

LETTERS TO THE EDITOR.

Toronto, March 16, 1915.

Editor, *Hardware and Metal*:

A twenty-seven-year retrospect in the make-up of Hardware and Metal, has certainly been a period of advancement in commercial journalism. Its influence has been reflected in the interest of the hardware trade until to-day it is an important factor in advocating service in the ranks of the wholesale and retail business of the hardware and metal trades. This is apparent to any observer, who is interested in the business, more especially is this apparent in the retail store, that has seemingly learnt the value of service, in their business, more especially that profit is the bi-product of "Service." Years ago this theory was vice versa—but now, applied "Service" is an accomplished fact, which spells success for which Hardware and Metal has played its part successfully.

HENRY CLUCAS.

MARKETS.

(Continued from page 170.)

in raw material as much as to the increased duty. Present quotations are:

8" per 100 feet	\$2.90
10" per 100 feet	3.25
12" per 100 feet	4.00

Conductor pipe also is now on a higher level, being quoted as follows:

2" per 100 feet	\$3.45
3" per 100 feet	3.85
4" per 100 feet	5.10

Nails Move up 15c.—Due to the duty, nails have been raised 15c F.O.B. Winnipeg. These are now quoted at \$2.95 base.

Staples Also Higher.—Staples have also been advanced 10c, the bright wire per cwt. now being quoted at \$3.05 Winnipeg.

Twenty-five Cents on Scythes.—In scythes too, there has been an advance of 25c. Brush now being quoted at \$8.50 and grass at \$7.50 to \$8.50.

Five Per Cent. Rise in Harvest Tools.—A 5% advance has taken place in harvest tools, due to the tariff, the new discount being 47½%.

Big Ben clocks have also moved upward 5c. In case lots the present quotation being \$2 and single clocks selling at \$2.10.

Another advance, though of somewhat minor importance, relates to hay knives.

Heathes are now quoted at \$8 per dozen and lightning at \$7.50 per dozen.

Wire to go Higher Still.

Wire remains at the new prices struck last week, but it seems very likely that a further advance will take place. American makers have advised of a further increase of 10c being struck by them. This increase they state is due to the cost of galvanizing. As a matter of fact some American mills devoted to the making of sheets and bars are closed at the present time through inability to get spelter for galvanizing. When it is remembered that sheets are imported, and that perhaps owing to wire having been on the free list, there is not yet enough being made in Canada to meet the demands of the country, it will be seen that this market is almost certain to follow the rise fixed in the United States.

Uncertainty of Binder Twine Supply.

Rope.—The situation here is unsettled. Manufacturers look for an advance in sisal. All sisal hemp comes from Mexico, and the trouble there is keeping this from reaching manufacturers who are therefore uncertain as to the amount of rope and binder twine they will be able to turn out. With a heavy harvest in prospect, the situation is somewhat serious.

Linseed Rises Twice.

Since the last quotations were made, linseed oil has advanced twice, going up first to 81c and 84c and now to 84c for raw and 87c for boiled. The advance is due of course to the scarcity of flax and the higher prices being asked for this.

Still no advances in paint and white lead are reported in this market. Manufacturers, however, are working upon these advances. They have been anxious to delay fixing the new price as long as possible, but it seems now that a higher figure will be placed upon paint and white lead within a very few days. With zinc at its present figure, and oil higher even than formerly, there is no alternative but to make the advance. Brushes also will likely be put on a higher level.

The Campaign to the Canadian Farmer.

When the fields of grain downtrodden spell the harvest of the war, There will likely be a shortage when the fight is waged no more, But each hero shall be honored, and each orphan shall be fed If your fourteen bushel acres harvest forty-four instead.

Vote on By-law.

Hespeler, Ont.—The town will vote on March 29, on a by-law to grant fixed assessment of \$64,000 to the Stamped & Enamelled Ware Co., for a term of ten years.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

ALUMINUM.

Ingot, 99% pure, lb. 23c
Pattern, lb. 24c

AMMUNITION.

"Dominion" 22 short and long black, and long smokeless, 45 and 2½; 22 short smokeless, 50 and 7½; long rifle, black and smokeless, 35 and 2½; "American" 22 short and long black and long smokeless, 40 and 5; 22 short smokeless, 40 and 20; 22 long rifle and 22 long rifle, smokeless, 30 and 5. Center Fire Pistol Cartridges, 10 and 5%; Center Fire Sporting and Military Cartridges, net; Primers, 2½%; Brass Shot Shells, 30 and 10%; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

Smokeless, Grand Prix, Eley, and "Crown" Black Powder, 30 and 10%; "S. vereign" Bulk Smokeless Powder, 30 and 10%; "Regal" Dense Smokeless Powder, 30 and 10 p.c. "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Canuck Smokeless, 35%. Empty Shells, 30 and 10%. 90 days net. Remington, 25, 10, 5%; Nitro Club, 25, 7½%; America, 30, 10, 10%.

Shot standard, 100 lbs., \$9; net extras, as follows, subject to cash discount only: Chilled, 40c; buck and seal, 50c; No. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 14c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

ANTIMONY.

Cookson's or H. H. Let's, see weekly report.

ANVILS.

Buckworth, per lb. 0 10½

AUGERS.

Ford's auger bits, 30 and 10 p.c. Irwin's auger, 45 p.c. Gilman's auger 70 p.c. Rockford's auger 50 and 10 p.c. Gilmour's car. 47½ p.c. Clark's expansive, 40 p.c.

AXES.

Daisy, doz. 6 25
Cherokee, doz. 8 00
Hand made, doz. 8 00
Model, doz. 8 25
Black Diamond, doz. 9 00
Samson single bit, doz. 9 00
Samson single bit, handled, doz. 12 50
Samson double bit, doz. 12 50
Samson flooring axes No. 2, doz. 9 00
Single bit, doz. 6 75
Double bit, doz. 10 50
Hunters' Axes 5 00
"Boys" Axes 5 75
Bench Axes, Samson.
No. 3, doz., net. 9 00
No. 3, doz., net. 9 30
No. 4, doz., net. 10 25
No. 5, doz., net. 11 50
No. 6, doz., net. 12 00

Canada Metal Co., Ltd.—Imperial Genuine, Imperial Tough, Armature Special, White Brass, Metallic Genuine, Harris Heavy Pressure, Hercules Genuine, White Bronze, Star Frictionless, Aluminum, Mogul, No. 0, 1, 2, 3 and 4. Prices 6 to 60c lb.

Thomas Robertson & Co., Ltd.—No. 1, 27c; No. 2, 18c; No. 3, 14c.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, Superior, A Special, Hoo Hoo, "A" "B," "C," "D" No. 1, 2 and 3.

Alonzo W. Spooner, Ltd.—Spooner's Copperline, Tough, Hard, Finest, No. 1 and 2, Nicoluminum grades, No. 1, 2, 3. Babbitt Metal grades, No. 1, 2, 3. Prices, 6c to 60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C. B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BELTING (Leather).

Extra, 50 and 10 per cent. Standard, 60 per cent. Lace leather, per side, \$1; cut laces, No. 1, \$1.25.

BENZINE.

Montreal Toronto
Single bbls., gal. 0 18½
3 bbls. 0 17½

BOLTS AND NUTS.

Carriage Bolts (\$1) list, ¾ in. dia. and smaller, 65 and 10 p.c. Carriage Bolts (\$1) list, 7-16 in., 57½%.
Machine R. Bolts, ¾ in. dia. and smaller, 70%.
Machine R. Bolts, 7-16 in. dia. and larger, 60%.
Sleigh Shoe Bolts, ¾ in. dia. and smaller, 62½%.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½%.
Coach and Lag Screws, 75%.
Skein Bolts, 72½%.
Square Head Blank Bolts, 60%.
Bolt Ends, 60%.
Plow Bolts, 55 and 10%.
Elevator Bolts, 60 and 5%.
Fancy Head Bolts 50 and 5%.
Shaft Bolts (\$3) list, 50 and 5%.
Step Bolts, large head (\$3) list, 50 and 5%.
Whiffletree Bolts, 50 and 5%.
Nuts, square, 4½c off list.
Nuts, H. wagon, 4½c off list.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 82½%.
Tire Bolts, 75%.

BRASS.

Per lb
Springs, sheets, up to 20 gauge 0 33
Rods, base ½ to 1 in. round 0 24
Tubing, seamless base 0 26
Tubing, iron pipe size, 1 in. base 0 26
Copper tubing, 4c extra.

BUTTS.

Plated, bower barff and nickel, No. 241, 45%.
Wrought brass, 45% off revised list.
Cast iron loose pin, 60%.
Wrought steel fast joint and loose pin, 70 and 5%.
Crescent brands, 70%.

BARBS (Clothes).

Per doz.
3 sections, 4 ft., doz. 4 80
3 sections, 5 ft., doz. 6 00
3 sections, 6 ft., doz. 7 20

BOILERS (Range).

30-gallon, Standard, \$4.50; extra heavy, \$7.

BOARDS, BAKE.

Per doz.
No. 0, ¾ inch rim, 16x22 ... 4 25
No. 1, ¾ inch rim, 18x24 ... 4 75
No. 2, ¾ inch rim, 18x28 ... 5 25
No. 3, ¾ inch rim, 20x30 ... 5 90
No. 0, ¾ inch rim, 16x22 ... 4 60
No. 1, ¾ inch rim, 18x24 ... 5 30
No. 2, ¾ inch rim, 18x28 ... 5 60
No. 3, ¾ inch rim, 20x30 ... 6 30

BOARDS (Ironing).

Size 12x60 ins., doz. 7 20
Size 14x60 ins., doz. 8 40
Folding, 14x59 ins., doz. 16 50

BOARDS (Sleeve).

Basswood, stationary, doz. 1 50
Folding, per doz. 3 50
Folding, without sleeve 19 00

BOARDS (Wash).

Per doz.
Pony 1 20
Crown 2 05
Dandy 2 25
Improved Globe 2 35
Standard Globe 2 45
Neptune 2 45
Original Globe 2 75
Newmarket King 2 75
Jubilee 2 75
Victor (Glass) 3 50
Diamond King (Glass) 3 75
Western King (Enamel) 3 50
Reaver (Brass) 3 50

BRUSHES.

Weighted, 15 lb., per doz. 14 70
Weighted, 20 lb., per doz. 19 90

C

CANS.

Milk cans and pails, 33 1-3%.
Creamery cans, 33 1-3%.
Railway cans, 40 and 10%.

Hand, delivery and creamery cans, 33 1-3%.

Cream cans, 33 1-3 and 10%; with dome top, 15c extra. Relined, 70 and 10%. Plain, 70 and 20%.
Milk can trimmings, 17½%.

Common, cork-lined, 3 per cent. Cans, jacketted.

1 gal. jacketted, per doz. ... 2 70
2 gal. jacketted, per doz. ... 3 60
3 gal. jacketted, per doz. ... 4 20
5 gal. jacketted, per doz. ... 4 60
10 gal. jacketted, per doz. ... 8 40

CEMENT AND FIREBRICK.

Less than carload lots ... 1 85
Portland, per bbl., carload lots, f.o.b. Toronto ... 1 55
White Bros. English, 2 00 2 05
"Lafarge" cement, in wood 3 40

Fire brick, Scotch, per 1,000 ... 23 00 28 00
Fire Brick, English, 17 00 21 00
Fire Brick, Am., low, 23 00 25 00

Fire clay (Scotch), net ton ... 6 50
Fire clay, Am., net ton 5 00 10 00

CEMENT (FURNACE).

1½ lb. tins, per doz. 1 00
6 lb. tins, per doz., lb. 0 05
25 lb. tins, per doz., lb. 0 04

CEMENT, ROOFING.

Per gal.
Roofing cement (in bbls.) ... 0 17
Cement (in 5 and 10 gals.) ... 0 19
Cement (in 2 gals.) 0 25
Cement (in 1 gal.) 0 30

CHALK.

Carpenter, colored, per gross 0 65 0 80

Carpenters lead pencils, per gross ... 2 40 6 75

Crayons, per gross ... 0 20

CHISELS.

Cold chisels, 5x6 in., doz. ... 2 20
Bevel edge, 1 inch, doz. ... 2 50

CHAIN.

Proof coil, per 100 lbs. ... ¼, \$8; 5-16, \$5.35; ¾, \$4.60; 7-16, \$4.30; 1½, \$4.05; 9-16, \$4.05; ¾, \$3.90; ¾, \$3.85; ¾, \$3.65; 1, \$3.45.

Electric Weld Coil Chain—BB, 3-16 in., \$9 per 100 lbs.; ¼ in., \$8.25 per 100 lbs.; 5-16 in., \$4.65 per 100 lbs.; ¾ in., \$4 per 100 lbs.; 7-16 in., \$4 per 100 lbs.; ½ in., \$4 per 100 lbs.

Electric Weld Loading Chain, ¼ in., \$11.50 per 100 lbs.

Curry Combs, 30%.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, 16; f.o.b. Toronto, Hamilton, London and St. Mary's, 40%; f.o.b. Ottawa, Kingston and Montreal, 37%.

CLEANERS (VACUUM).

Eureka Electric, each ... \$35 00
Cadillac Vac. Sweeper ... 5 50
Cadillac Combin'n Cleaner 6 50
Cadillac Electric, Model C 18 00
Cadillac Electric, Model D 20 00

COMPOUND.

Soclean Sweeping, Per case.
4½ lb. size, 2 doz. in case ... 4 50
8 lb. size, 2 doz. in case ... 7 20
17 lb. size, 1 doz. in case ... 6 75

COPPER.

Montreal Toronto

Casting ingot, see weekly report
Bars, ½ to 2 in. 25 00 27 50
Plain sheets, 14 oz. 14x28 in., 14x60 in. 23 00 29 50
Copper sheet, tinned 14x60, 14 oz. 25 50 30 50
Copper sheet, planished, 14x60 base. 31 00 37 50
Braziers' in sheets, 6x4 base 26 00 29 50

CORD (SASH).

No. 5, Special 0 50
No. 6, lb. 0 27
No. 7, lb. 0 26½
No. 8, No. 9, No. 10, No. 12 0 25½

CRATES.

Humpty-Dumpty, egg, doz. 3 75
Ideal egg boxes, with filler, 12 doz. size, per doz. ... 3 50

CANADA PLATES.

Ordinary, 52 sheets 3 10
All bright, 52 sheets 4 25

Galvanized.

Apollo Crown Gorbals
18x24 5 25 5 25 5 25
60 5 50 5 50 5 50
20x28 9 70 9 70 9 70
20x28 10 20 10 20 10 20

M.L.S. and Famous— Per box

I C, 14x20 base \$7 00
I X, 14x20 base 8 00
I X X, 14x20 base 9 25
I X X X, 14x20 base ... 10 25

CHARCOAL TIN PLATES.

Raven and Murex Grades—
I C, 14x20 base 5 25
I X, 14x20 base 6 25
I X X, 14x20 base 7 25
I X X X, 14x20 base ... 9 75
"Allaway's Best" Standard Quality.
I C, 14x20 base 5 00
I X, 14x20 base 6 00
I X X, 14x20 base 7 00

CHARCOAL TERNE PLATES.

Dean or I G Grade—
I C, 20 x 28, 112 sheets, 216 lbs., \$9; 200 lbs., \$8.75.

COKES BRIGHT.

Bessemer Steel—
I C, 14x20 base 4 75
20x28, double box 9 25

CLEVICES.

7½c per lb

CLOCKS, ALARM.

Good Morning, ea. 0 80
Look Out 0 92
Big Ben 2 06
Baby Ben 2 00

CROWBARS.

3½c per lb.

DRILLS.

Bit Stock Drills, 60 and 5 p.c. Wood Drills, 35 p.c. Straight Shank Drills, 50 and 10 per cent.

DRIERS.

Clothes, 4 sides, 16 bars, folding, doz., \$14.

"DOMINION CROWN BEST"—DOUBLE-COATED TISSUE.

1 C, 14 x 20 base ... 7 00 7 00
1 X, 14 x 20 base ... 8 25 8 25
1 X X, 14 x 20 base ... 9 50 9 50

DUCK.

Yarmouth Double Standard
29 in. Single
7 oz. ... 0 15% 6 oz. ... 0 11%
8 oz. ... 0 17% 7 oz. ... 0 13%
9 oz. ... 0 19% 8 oz. ... 0 14%
10 oz. ... 0 21% 9 oz. ... 0 16%
12 oz. ... 0 22% 10 oz. ... 0 18%
15 oz. ... 0 32% 12 oz. ... 0 21%
15 oz. ... 0 32% 15 oz. ... 0 26%

Standard, Single Filled, 36-inch.
7 oz. ... 0 17 10 oz. ... 0 23%
8 oz. ... 0 19 12 oz. ... 0 28%

F**FILES AND RASPS.** Per cent.

Disston's ... 75
Great Western American ... 75
Kearney and Foot, Arcade ... 75
J. Barton Smith Eagle ... 75
McClellan Globe ... 75
Black Diamond ... 60-10
Delta Files ... 65
Nicholson ... 66%
Jowett's (English list) ... 27%
Spear & Jackson (Eng. list) ... 35
Hohe ... 75
Hellers ... 67%

FITTINGS (IRON PIPE).

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 66; malleable bushings, 65; nipples, 77%; malleable lipped unions, 66; plugs, 60 and 10 per cent.

FIXTURES, STAIL. Doz.

Hollow ... 0 81
Solid ... 1 36

G**GALVANIZED WARE.**

Dufferin pattern pulls, 42%
English pattern, 42%
Galvanized washtubs, 42%
Other lines, 30 and 10%.

GASOLINE. Montreal.

Single bbls., per bb ... 18%
Three bbls. and over ... 18

Any quantity, in bbls. ... 18
Drums 40-gal., per gal. ... 15

Grindstones. Per 100 lbs.

Over 40 lbs. and 2 in. thick 1 30
Smaller sizes extra.

H**HALTERS (SNAP AND RING).**

Jute Rope, 3/4-in., per gross 8 00
Jute Rope, 1/2-in., per gross 10 50
Jute Rope, 3/4-in., per gross 13 50
Leather, 1-in., per doz. ... 4 00
Leather, 1 1/2-in., per doz. ... 5 20
Web ... 4 45

HALTERS (SISAL).

3/4-in., \$9.00; 7-16 in., \$10.20; 1 1/2-in., \$11.40; 9-16 in., \$13.20; 3/4-in., \$15.00.

HAMMERS, SLEDGE.

Can., 5 lbs. and over ... 0 06
Masons, 5 lbs. and over ... 0 06
Napping, up to 2 ts. ... 0 00

HANDLES (WOOD). Net.

Axe, No. 3 culls, doz. ... 0 60
Axe, No. 1 hickory, doz. ... 2 04
Axe, 2nd growth, doz. ... 3 00
Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 35 per cent.
No. 1 and 2 ash fork, hoe, rake, and shovel handles, 50 per cent.
Team whiffletrees and neck-yokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neck-yokes, 35 per cent.
All other ash goods, 40 p.c.
Railroad and navy pick, 25 p.c.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 per cent.
Doubletrees, 35 per cent.
Extra quality, 40 per cent.

HANGERS, BARN & PARLOR.

Richards Wilcox, No. 021
B.D. Trolley, doz. pr. ... \$7 50
R. W. No. 117 P.D. Hanger,
full set ... 2 75
R.W. No. 321, per doz. pr. 14 40
Stearns wood track. Special.
zenith ... 9 00
Atlas, steel covered ... \$5 25 6 60
Perfect, No. 1 ... 8 50
Perfect, No. 1 1/2 ... 9 50
Perfect, No. 2 ... 10 00
New Milo, flexible ... 6 00
Double strap hang-
ers, doz. sets ... 6 50
Standard, jointed
hangers, doz. sets ... 6 45
Steel King hangers,
doz. sets ... 6 40
Storm King and saf-
ety hangers ... 5 75
Storm King rail ... 4 25
Crown ... 4 85
Crescent ... 7 25
Sovereign ... 6 50
Chicago Friction. Oscillating
and Big Twin Hangers, 5 p.c.
Steel track, 1 x 3-16 in.
(100 ft.) ... \$3 25
Steel track, 1 1/4 in. ... 4 75

HATCHETS. Samson Samson

Per doz. Shingle Claw
No. 1 ... 13 13 15 10
No. 2 ... 14 20 15 70

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and
partly cured ... 0 12 0 13 1/2
Usual 2 lbs. tare.

Horsehide, with mane and
tail, up to ... 3 75
Sheep skins, up to ... 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP

HINGES. Strap. Tee.
4 in., doz. prs. ... \$1 03 \$0 87
5 in., doz. prs. ... 1 25 1 00
6 in., doz. prs. ... 1 35 1 03
8 in., doz. prs. ... 1 84 1 38
10 in., doz. prs. ... 3 24 2 27
12 in., doz. prs. ... 4 03 3 73
14 in., doz. prs. ... 4 59 4 00
Heavy tee and strap discount,
40-10 per cent.
Light tee and strap discount,
70 per cent.
Screw hook and strap hinge—
Under 12 in., per 100 lbs. ... 5 00
Over 12 in., per 100 lbs. ... 4 25
Extra hooks for above, %
in. per lb. ... 5 1/2
Extra hooks for above, %
in. per lb. ... 5 1/2
Crate hinges and back flaps.
65 and 5 per cent.
Chest hinges and hinge hasps.
65 per cent.

HINGES (SPRING).

Spring, per gross — No. 5.
\$18.00; No. 10, \$19.50; No. 20,
\$25.00; No. 50, \$24; No. 51, \$9.60;
No. 120, \$17.40; offset No. 192,
\$16.80.

Chicago hold back screen door
iron, gross, \$12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000).
45 per cent.
Garden City fire house hinges.
12 1/4 per cent.
"Chief" floor hinge, 50 p.c.

HOES. Grub, 3 1/4-lb., \$4 doz.

HOES, GRASS. Canadian English
No. 2, per doz. ... 1 60 2 50
No. 3, per doz. ... 1 70 2 90
No. 4, per doz. ... 1 80 3 25

HOOKS, CORN.

Eureka, doz. ... 1 80
Cyclone, doz. ... 2 40
Hoes, corn, doz. ... 4 50

HORSESHOES.

Iron shoes, light, medium and
heavy. No. 2 and larger, \$3.90;
No. 1 and smaller, \$4.15; snow
pattern, No. 2 and larger, \$4.15;
No. 1 and smaller, \$4.40; "X.L."
steel shoes, new light pattern, 1
to 6. No. 2 and larger, \$4.35; No.
1 and smaller, \$4.60; "X.L." steel
shoes, feather weight pattern, all
sizes. No. 0 to 4, \$5.75; special
counterannk steel, all sizes, 0-4,
\$6.25; toe weight steel shoes, all
sizes. No. 1 to 4, \$6.75. F.O.B.
Montreal.

Toecalks Standard, J. P. & Co.,
"Blunt" No. 1 and smaller, \$1.50;
No. 2 and larger, \$1.25; "Sharp"
No. 1 and smaller, \$1.75; No. 2
and larger, \$1.50 per box. Put
up in 25-lb. boxes.

HOSE, LAWN.

Competition ... 70 10 p.c.
Corrugated, 1 1/2 in., ft. ... 0 11
Corrugated, 3/4 in., ft. ... 0 14 1/2
Cable, 70 per cent.
Leader, 60 and 10 per cent.

I**IRON AND STEEL.**

Montreal Toronto
Angles ... base 2 75 2 50
Common bar, per
100 lbs. ... 2 00 2 00
Forged iron, per
100 lbs. ... 2 30 2 35
Refined iron, per
100 lbs. ... 2 30 2 40
Horseshoe iron, per
100 lbs. ... 2 40 2 40
Mild steel ... 2 10 2 00
Sleigh shoe steel ... 2 10 2 25
Domestic ... 2 30 2 00
Reeled machinery
steel ... 2 75 3 00
Tire steel ... 2 25 2 20
Sheet cast steel ... 0 15 0 15
Toe calk steel ... 2 75 3 15
Mining cast steel ... 0 07 1/2 0 07 1/2
High speed ... 0 65 0 65
Cammell Laird ... 0 15
Black Diamond tool
steel ... 0 08 0 08 1/2
Silver tool steel ... 0 13 1/2 0 13 1/2
Cold Rolled Shafting.
9-16 to 11-16 inch ... 0 00
1/2 to 1-7-16 in. ... 0 05 1/2
1-7-16 to 3 inch ... 0 65
Montreal 40%, Toronto 40%.

IRON, TINNED.

72x30 up to 24 gauge, case
lots ... \$ 9 25
Less than case, 25c per 100 lbs.
72x30 up to 26 gauge, case
lots ... 9 75
extra.

IRONS (SAD).

Mrs. Potts, No. 55, polished,
per set ... 0 85
Mrs. Potts, No. 50, nickel-
plated, per set ... 0 90
Mrs. Potts, handles, japan-
ned, per gross ... 9 00
Sad irons, common, plain ... 5 00
Sad irons, common, plated ... 5 50
Asbestos, No. 70, per set ... 1 50
Asbestos, No. 90, per set ... 1 20
Princess Electric, each ... 3 00
Ideal Electric, each ... 2 85
Gasoline Sad Iron, each ... 3 50
Ideal Gasoline, each ... 3 25

LADDERS, ETC.

(Step Ladders).
Shelf-lock ... 12c ft.
Ontario ... 16c ft.
Faultless ... 20c ft.
Extra Heavy ... 28c ft.
Hercules ... 23c ft.
Decorator ... 18c and 20c ft.
Perfect ... 22c ft.
Chair Ladders, each ... \$2 00

(Roped Extension).
20 ft. ... \$3 00 42 ft. ... \$ 7 85
22 ft. ... 3 30 44 ft. ... 8 36
24 ft. ... 3 60 46 ft. ... 8 74
26 ft. ... 3 90 48 ft. ... 9 12
28 ft. ... 4 20 50 ft. ... 9 50
30 ft. ... 4 50 52 ft. ... 11 44
32 ft. ... 4 80 54 ft. ... 11 88
34 ft. ... 5 15 56 ft. ... 12 32
36 ft. ... 5 45 58 ft. ... 12 76
38 ft. ... 5 80 60 ft. ... 13 20
40 ft. ... 6 20

(Common Extension).
20 ft. each ... \$2 60
22 " ... 2 86
24 " ... 3 12
26 " ... 3 38
28 " ... 3 64
30 " ... 3 90
32 " ... 4 16
34 " ... 4 40
36 " ... 4 60
38 " ... 4 80
40 " ... 5 00
42 " ... 5 20
44 " ... 5 48

(Common Single).
Fruit picking ladders, long
nose, same price as common
22 ft., each ... 2 64
16 ft., each ... 1 76

14 ft. each ... 1 54
12 ft., each ... 1 20
single ladders; sort nose, 1c
per 18 ft., each ... 1 96
20 ft., each ... 2 40
foot additional.
8 ft., each ... \$0 80

LANTERNS. Per doz.

No. 0 Tubular Hot Blast Comet,
plain, per doz., \$5; all brass,
per doz., \$10.25; all brass,
nickel-plated, per doz., \$15.25.

Banner Buggy ... 11 00
Banner Junior ... 12 00
Trulite ... 7 25
Wrightlights ... 7 25
Beacon ... 7 25
No. 2 or 4, plain cold blast ... 7 25
Short globe, pattern ... 7 25
Cold blast, japanned ... 7 25
Brass, well japanned ... 9 50
All brass ... 24 25
Little Bobs A.C., doz. ... 2 15

LANTERN GLOBES.

Cold blast, short ruby ... 1 90
Cold blast, common ruby ... 1 90
Cold blast, short ... 0 75
Cold blast ... 0 55
Prism globes ... 1 20

LATCHES (YALE, NIGHT).

No. 26, per doz. ... \$ 3 55
No. 34, per doz. ... 12 75
No. 34X, per doz. ... 12 75
No. 37, per doz. ... 14 25
No. 042, per doz. ... 16 50
No. 42, per doz. ... 17 60

LATHS (METAL). Per sq. yd.

26-gauge, painted metal lath 0 10
24-gauge, painted metal lath 0 13
23-gauge, painted metal lath 0 15
24-gauge, galv. metal lath ... 0 17
32-gauge, galv. metal lath ... 0 19

LEAD. Montreal Toronto

Trail, 100 lbs., see weekly report
Lead Wool, 8c lb.
Sheets, 2 1/2 lb. sq. ft. 7 50 7 50
Sheets 3 lb. sq. ft. 6 75 6 75
Sheets, 3 1/2 lb. sq. ft. 6 62 1/2 6 60
Sheets, 4 to 6 lbs. sq.
ft. ... 6 50 6 50
Cut sheets, 1/2c per lb. extra.
Cut sheets to size, 3/4c per lb
extra.

LEVELS. Per doz. Rabone's.

1369x12, Boxwood ... 4 00
1626x9, Walnut pointed ... 4 50
1628x12, Rosewood ... 7 50
104x24, Triple stock (net). 21 00
104x27, Triple stock (net). 22 00
104x30, Triple stock (net). 23 15

LINES, PLOUGH.

Russia snap, per gross ... 33 00
Indian snap, per gross ... 27 00

MACHINES (WASHING). Each

Canadian ... \$ 5 00
Dowswell ... 6 00
Hamilton ... 5 75
Re-Acting ... 7 50
Snowball ... 8 00
Noiseless ... 8 25
Sunlight ... 8 75
Momentum ... 8 75
Waverley ... 7 50
New Century, style "A" ... 9 00
New Century, style "B" ... 10 00
New Century, Power, style
"D" ... 24 00
New Idea, style "B" ... 11 00
Playtime, engine drive ... 11 00
Ideal Power ... 16 00
Seafoam, electric ... 60 00
Seafoam, engine drive ... 25 00
New Idea, electric ... 80 00
Sunshine ... 4 50
Popular, No. 1 ... 5 25
Economic ... 6 00
Champion ... 9 00
Excell-All ... 11 00
Blue Bell, without stand ... 9 00
Puritan Water Motor, com-
plete ... 16 00
Hydro, One Tub, engine
drive ... 26 00
Low pressure water motor
washer, each ... 16 00
Connor ball-bearing, with
rack ... 16 25
I X L ... 10 00
Gem ... 8 75
Winner ... 8 00
Connor improved ... 5 00

Discount 25%. Freight equal-
ized with Montreal, Ottawa,
Toronto, Hamilton, Kingston,
London and St. Mary's on ship-
ments of quarter dozen and up-
wards.

Stephenson Washers, \$6 net.

MALLET.		Per doz.
Tinsmiths', 2½ x 5½ in.	1	65
Carpenters', round hickory.	1	95
Lignum Vitae, round, 5 in.	2	40
Caulking, No. 8, oak.	15	00

MANGLES.		
Victor, each	\$14	25
Woodyard, each	6	60

MIRRORS, FRAMED.		Doz.
Size glass, 4 x 6	1	00
Size glass, 5 x 7	1	25
Size glass, 6 x 9	1	60
Size glass, 7 x 9	1	75
Size glass, 8 x 10	2	00
Size glass, 9 x 12	2	60
Size glass, 10 x 14	3	10
Size glass, 10 x 17	3	75

MOPS.		
Mops, O-Cedar, doz.	\$12	00
S. W. Mops, doz.	3	25
New Wizard, small, doz.	8	00
New Wizard, large, doz.	10	00
Mop sticks, doz.	1	25
Cast head mops, doz.	1	40
Crescent, doz.	1	50
Crank wringing, doz.	4	75

Extra Cloths.		
Challenge, doz.	2	10
Woven, cloths, doz.	1	35

NAILS.		
Standard steel wire nails.		
Toronto, \$2.35 base; Montreal.		
\$2.40 base; London, \$2.35 base.		
Cut nails - Montreal, \$2.50;		
Toronto, \$2.70; London, \$2.70.		
Miscellaneous wire nails, 75%.		
Coopers' nails, 33 1-3%.		
Pressed spikes, ½ diameter,		
per 100 lbs., \$3 base.		

NAILS (HORSE SHOE).		Per box
Capewell.		
No. 4, in 25-lb. box	\$3	75
No. 5, in 25-lb. box	3	75
No. 6, in 25-lb. box	3	50
No. 7, in 25-lb. box	3	25
No. 8, in 25-lb. box	3	25
No. 9, 10, 11 and 12, in 25-lb. box	3	00
Less 10 per cent. off.		

NAILS (HORSE).		Prices per
M.R.M. cold forged process		
1st, 10th January, 1912.		
Size. Length.	25-lb. box.	
No. 3, 1½-inch	\$4	10
No. 4, 1½-inch	3	80
No. 5, 1½-inch	3	50
No. 6, 2½	3	10
No. 7, 2½	2	90
No. 8, 2½	2	75
No. 9, 2½	2	60
No. 10, 2½	2	50
No. 11, 3½	2	45
No. 12, 3½	2	45
Less 10 per cent.		

NETTING, POULTRY.		
45% off.		

OAKUM.		Per 100 lbs.
Best (American)	10	50
U.S. Navy (American)	9	75
New hemp (English)	7	00
U.S. Navy (English)	6	75
Navy (English)	6	00
Plumbers (spun)	4	00

OIL.		
Can. prime white		
petrol	0	13½
Royalite	0	17
Palatine	0	21½
Castor Oil, per lb.	0	08¼
Black oil (Summer)	0	12½
Black oil (Winter)	0	14½
Cylinder Green	0	35
Paraffine	0	22
XXX Machine	0	25½

OLD MATERIALS.		
F.O.B. Toronto		
Tea lead, pack, 3c lb.		
Tea lead, chest, 3½c lb.		
Lead (heavy pipe, etc.), 4c.		
Brass, heavy, 8½c lb.		
Brass, light, 6½c lb.		
Zinc, heavy, 7c lb.		
Copper, heavy, 11½c lb.		
Old cast iron, \$10 per ton.		
Wrought iron, No. 1, \$6 per ton.		
Wrought iron, No. 2, \$2 per ton.		
Stove plate, \$9 per ton.		
Mach. compos., No. 1, 10c lb.		
Compos. turnings, No. 1, 8½c lb.		
Rubbers, such as old rubber,		
boots and shoes, according to		
trim, 5½c to 6c lb.; overshoes,		
lumbermen's rubber boots, etc.,		
5 to 6c lb.; auto tires, etc., 4c;		
bicycle tires, 2½c.		

PACKING (JUTE).		Per Coll Lots.
Fine jute, lb.	0	09
Beaver, lb.	0	08
Coarse sewer, lb.	0	07

PAPER, ETC.		
O.K. Paper, No. 1, per roll	0	95
O.K. Paper, No. 2, per roll	0	70
Per 400 ft. roll		
Plain Fibre, No. 1	0	50
Plain Fibre, No. 2	0	35
Tarred Fibre, No. 1	0	62
Tarred Fibre, No. 2	0	43
Tarred Fibre, Cyclone, 25		
lbs., roll	0	62
Dry Cyclone, 15 lbs.	0	50
Tarred Fibre, Good Luck		
Brand, per roll	0	62
Dry Fibre, Good Luck		
Brand, per roll	0	50
Per 100 lbs.		

Oiled waterproof building		
paper, 600 sq. ft. roll	1	05
400 sq. ft. roll		
O.K. Brand corded sheathing	0	35
Sheathing (Surprise)	0	40
Blue R-S Sheathing	0	42
Dry fibre No. 1	0	50
Dry fibre No. 2	0	35
O.K. carpet felt	1	40
Per 100 lbs.		

Heavy dry straw		
Heavy tarred straw	1	80
Spruce sheathing	3	00
Carpet felt, 16 oz.	2	60
Carpet felt, 20 oz.	2	60
Resin sized Fibre, per roll	0	43
Asbestos Bldg.	3	50

Heavy fibre, 32 ft. x 60 ft.		
per 100 lbs.	2	00
Liquid Roofing Cement.		
bbls., per gallon	0	17
Liquid tins cement, 5s	0	19
Crude coal tar, per bbl.	4	50
Refined coal tar, per bbl.	5	00
Shingle Varnish, per bbl.	5	00
Caps, per lb.	0	05
Rails, per lb.	0	05
Mop Cotton, per lb.	0	17
Tarred felt, Dominion, 7 oz.	2	10

PICKS (CLAY).		
5 to 6 lbs., doz.	4	00
7 lbs., doz.	4	25
7 to 8 lbs., doz.	4	75
8 lbs., doz.	5	00

PINS, COTTER.		
Cotter pins, 90 p.c. discount.		

PINS, CLOTHES.		Per case
Selected full count.		
5 gross, 4-in. (loose)	\$0	85
5 gross, 4½-in. (loose)	0	80
5 gross, 5 in. (loose)	1	00
4 gross, 4-in. (12 pkgs. of		
4 doz. each)	0	80
5 gross, 4 in. (24 pkgs. of		
2 doz. each)	0	90
6 gross, 4 in. (12 pkgs. of		
6 doz. each)	1	00

PIN (ESCUTCHEON).		
Steel, discount, 50 per cent.		
Brass, 50 per cent.		

PIPE, STANDARD WROUGHT.		
Butt-weld.		

Size		Per 100 feet.
Black Galvanized		
¾" and ¾"	\$2	16
¾"	2	64
¾"	2	99
¾"	4	42
1"	5	98
1¼"	7	15
1½"	9	62
2"	15	21
2½"	19	89
3"	23	92
3½"	28	34
4"	34	40

Lap-weld.		
2"	\$11	10
2½"	15	80
3"	20	66
3½"	24	84
4"	29	43
4½"	35	56
5"	41	44
6"	53	76
7"	76	16
8"x25 lbs. per ft.	80	00
8"x28 lbs. per ft.	92	16
9"	110	40
10"x32 lbs. p. ft.	102	40
10"x40 lbs. p. ft.	131	84
12"	175	00

PIPE (LEAD).		
Lead pipe, 7½c.		
Lead waste pipe, 9c.		
Traps and bends, 40% off.		

PIPE (SOIL).		
Medium and extra heavy pipe		
up to 6-inch, 65% and 10 off.		
7 and 8-in., 45% off.		

PIPE (CONDUCTOR).		
2 inch, in 10-ft. lengths	3	45
3 inch, in 10-ft. lengths	4	26
4 inch, in 10-ft. lengths	5	53
5 inch, in 10-ft. lengths	7	60
6 inch, in 10-ft. lengths	9	25

PITCH.		
Pine, per bbl.	5	00

PLANES.		
Wood bench, Can., 15 per cent		
Wood, fancy, 30 to 35 per cent.		
Prices, Filers and Nippers.		
Buttons, genuine, 37½ to 40		
per cent.		

PLATES (BOILER).		
Montreal Toronto		
Plates, 1¼ to ½ inch,		
per 100 lbs.	2	40
Heads, per 100 lbs.	2	65
Tank plates, 3-16 inch	2	70

PLUGS (METAL).		
Painted wall plugs, per		
1,000	\$20	00
Galv. wall plugs, per 1,000	23	00

POLISH.		Doz.
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O-Cedar, 4 oz. bottles		\$2
O-Cedar, 12-oz. bottles	4	00
O-Cedar, 1-qt. can	10	00
O-Cedar, ½-gal. cans	16	00
O-Cedar, 1-gal. cans	24	00
Liquid veneer, 4-ozs.	2	00
Liquid veneer, 12-ozs.	4	00
Liquid veneer, quarts	8	40
Tandem metal polish paste.	6	60
Amoline brass cleaner, 100		
in pkg.	6	50

RAZORS.		Per doz.
Boker's King Cutter	14	50
Henckel's	7	50
Gillette Safety, each	3	75
Star Safety Razor, 33½ per cent.		
Edelweiss	17	50
Ever-Ready, doz.	9	00
Ern Razors	6	00
Ern Junior Razor	14	50

REELS, HOSE.		
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Plain wood, each		0
Plain wood, with drum, ea.	0	95
Metal	1	40

RIVETS AND BURRS.		
Iron rivets, blacked and tinned,		
Iron burrs, 72½%.		
Copper rivets, usual proportion		
of burrs, 35 and 5%; burrs, 15%.		
Extras on Coppered Rivets, ¼-		
lb. packages, 1c per lb.; ¾-lb.		
pkgs., 2c lb.		
Coppered Rivets, net extras,		
2½c per lb.		

ROOFING.		
Tarred felt (7 oz.)	\$2	00
Tarred felt (10 oz.)	2	40
Tarred felt (16 oz.)	2	00

Per roll		
2 ply R.R.	0	45
3 ply R.R.	0	65
2 ply R.R., complete in roll	1	15
3 ply R.R., complete in roll	1	35
Samson, 1-ply, roll	1	45
Samson, 2-ply, roll	1	90
Samson, 3-ply, roll	2	30
Amatite roofing, per sq.	2	70
Ready 2 ply, Shield, per roll	0	75
Ready 3 ply, Shield, per roll	0	95
Tarred 210 roofing felt.		
Tarred roofing felt, cwt.	2	10
Compo certaineed, 1 ply	1	40
Compo certaineed, 2 ply	1	75
Compo certaineed, 3 ply	2	10

ROPE.		Lb.
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Pure Manila basis		14½
British Manila basis	11	
African hemp basis	11	
Sisal basis	9½	
Double lath yarn basis	9½	
Single lath yarn basis	8½	
Russian deep sea line basis	23	
Russian tarred ratline basis	19	
Russian tarred bolt rope	21	
Jute rope basis	11½	
Italian rope basis	25	
Basis (¾" dia. and larger).		
Cotton rope, 3-16 and larger	0	21

Sisal Clothes Line.		
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3 ply, 30 ft.		0
3 ply, 40 ft.	0	60
3 ply, 48 ft.	0	75
3 ply, 60 ft.	0	90
3 ply, 72 ft.	1	08
3 ply, 100 ft.	1	50
6 ply, 40 ft.	0	95
6 ply, 48 ft.	1	18
6 ply, 60 ft.	1	45
6 ply, 72 ft.	1	75
6 ply, 100 ft.	2	40

RULES, BOXWOOD.		
Rabone's.	Per doz.	

No. 1375-2 ft.		(51) 1
No. 1101-2 ft.	(52) 3	96
No. 1167-2 ft.	(7) 3	60
No. 1106-2 ft.	(53½) 4	10
No. 1375-3 ft.	(66½) 2	50
No. 1112-3 ft. h. bound.	6	00
No. 1190-With level	8	85
No. 1493-Brass black's	1	70
No. 1494-Brass black's	2	20

SAWS.		
Atkins Hand and Crescent, 25 p.c.		
Simonds' Hand, 15 per cent.		
Shurly & Dietrich, 35 per cent.		
Spear & Jackson, 40 per cent.		

SCALES.		
Imperial standard	30%	
Champion Even Balance	45%	
Champion Union	54%	

SHELLERS, CORN.

Black Hawk, doz. 18 00
Plymouth Rock, doz. 8 50

SHOVELS AND SPADES.

1st 2nd 4th
Shovels 60 55 and 2½ 4½
Socket sc'ps. 50 and 5 45 and 5
Scoop 50
Drain. tools 60 60
Scoops 50 and 5 45 and 5
Hollow backs
and sand. 60 45
Riveted back scoops, 1st, 2nd
and 3rd grades, 50 per cent.
Above discounts on Black
Goods only. Full Polished Goods,
50c per doz. net extra. Half
Polished Goods, 25c per doz. net
extra.

SIFTERS, ASH.

Wood sifters, doz. \$ 1 75
Rocker, No. 1, each 3 60
Rocker, No. 3, each 2 50
Banner, each 1 40

SINKS.

Cast iron, 16x24, \$1.10; 18x30,
\$1.50; 20x36, \$2.25.
Flat rim enameled sinks, 16x24
\$3.50; 18x30, \$4; 18x36, \$5.15.
SLIDING SHOES.
Onward Sliding Shoes, 40 p.c.

SNAPS.

Harness, 25 per cent.
SOLDER Montreal Toronto

See weekly report.

SOLDERING IRONS.

Base, per lb., 28 cents.

WIPING.

Acme 0 25
Commercial 0 27
Easy 0 27
Star Extra 0 28½
Strictly standard wiping 0 29

STAPLES.

See weekly report.

100-lb. kegs 4 75
25-lb. boxes 5 00
10-lb. boxes 5 25

Poultry netting, 100 lbs. 6 70
Net, 100 lbs., No. 14 6 15
Blind, per lb. 6 12

Bright Fence, 100-lb. kegs. 2 65
Bright Fence, 25-lb. boxes. 2 90
Galv'd Fence, 100-lb. kegs 3 00
Galv'd fence, 25-lb. boxes. 3 25

Copper's staples, 45 p.c.
Bright spear point, 75 p.c.

SWEETENERS, CARPET.

Univ. Japd., cyco bearing... 24 00
Univ. N.P., cyco bearing... 27 00

Grand Rapid, Japd., ball-
bearing 26 00

Grand Rapid, N.P., ball-
bearing 29 00

Princess N.P., ball-bearing 30 00
re, ball-bearing 34 00

Am. Queen N.P., ball-bear. 32 00
Parlor 35 00

SWINGS.

Baby, 2-passenger, each .. \$2 75
Ontario, 2-passenger, each 3 75

Ontario, 4-passenger, each. 4 25
Stratford, 4-passenger, each 5 00

Boys' Gliding Settees with
awning, each 8 50

Without awning, each 12 50

TACKS.

Strawberry box tacks, bulk, 75
and 12½ p.c.; cheese box tacks,
bulk, bulk, 85 p.c.; trunk tacks,
blank and tinned, bulk, 80 p.c.;

carpet tacks, blue, 75 and 12½
p.c.; carpet tacks, tinned, 80 p.c.;

carpet tacks (in kegs) 40 p.c.;

cut tacks, blue, in doz. only,
75 and 12½ p.c.; cut tacks, ¼
weights, 40 and 20 p.c.; Swedes,
cut tacks, blue and tinned, in
bulk, 82½ and 2½ p.c.; in dozens
70 and 10 p.c.; Swedes uphol-
sterers' bulk, 87½ p.c.; Swedes
brush, blue and tinned, bulk,
65 and 7½ p.c.; Swedes gimp,
blue, tinned and japanned, 75
and 35 p.c.; zinc tacks, prices
quoted on application; leather
carpet tacks, 20 and 2½ p.c.; cop-
per tacks, 45 p.c.

NAILES.

Copper nails, 50 p.c.; trunk
nails, black, 60 and 5 p.c.; trunk
nails, tinned, 60 and 5 p.c.; clout
nails, blue, 60 and 5 p.c.; clout
nails, tinned, 60 and 5 p.c.; chair
nails, 30 p.c.; cigar box nails,
30 p.c.; patent brads, 30 and 7½
p.c.; fine finishing, 30 and 7½
p.c.; picture frame points, 2½
p.c.; lining tacks, solid head (in
bulk) 70 and 12½ p.c.

CAPPED GOODS.

Lining tacks, in papers, net
list; lining tacks, in bulk, 15
p.c.; saddle nails, in papers, 10
p.c.; saddle nails, in bulk, 15
p.c.; tufting buttons 22 line, in
dozs. only, 50 p.c.; tin capped
trunk nails, 20 p.c.; zinc glaziers'
points, prices quoted on applica-
tion.

SHOE FINDERS' LIST.

Shoe tacks, in dozens, 45 and
2½ p.c.; shoe tacks, 1 lb. pack-
ages, 60 and 2½; Swedes shoe
nails, 55 and 5; soft steel nails,
55 and 5; iron nails, 55 and 5;
zinc nails, prices quoted on ap-
plication; hard steel nails, 30;
tempered steel shoe nails, 30;
channel nails, 65 and 7½; Hun-
garian nails, 30 and 7½; miners'
tacks, 20 and 5; hob nails, 30;
zinc shank nails, prices quoted
on application; steel wire shoe
rivets, 12½ and 5; brass wire
shoe rivets, 15 and 7½; clinch
point shoe rivets, steel, 12½ and
ages, 60 and 2½; Swedes shoe
5; Clinch point shoe rivets, brass,
15 and 7½; steel cobblers' rivets,
30 and 10; brass cobblers' rivets,
15 and 7½.

APES—Lufkins.

Ass skin, No. 713, 50 ft., doz. 2 85
Ass skin, No. 714, 66 ft., doz. 3 40
Linen, No. 404, 66 ft., ea. 1 10
Metallic, No. 603, 50 ft., ea. 1 40
Rival steel, No. 263, 50 ft., ea. 2 40
Rival steel, No. 266, 100 ft. 4 00
Reliable Jr., No. 103, 50 ft. 2 70
Rabone's.

Tape Lines, Linen, No. 2601

x50, each \$1 00

Metallic, No. 4011x50, ea. 1 35

Metallic, No. 4011x66, ea. 1 55

Steel, No. 2891x50, ea. 2 75

Steel, No. 4161x50, ea. 3 00

Steel, No. 4161x50, ea. 5 15

THERMOMETERS.

Tin case and dairy, 75 to 75 and
10%.

TIES (METAL).

Galv. wall ties, per 1,000... \$5 00

Painted wall ties, per 1,000. 5 00

TIES, COV.

McKinnon, 40% discount.

Greenings, 40% discount.

TIN.

See weekly report.

TINNERS' TRIMMINGS.

Discount, 40 and 5%.

Plain, 70 and 20%.

Re-tinned, 70 and 10%.

TOOLS, HANSET.

Samson, 40, 12½%.

TRAPS (STEEL AND GAME).

Newhouse, 40%.

Hawley & Norton, 57½%.

Victor, 70%.

Onelda Jump, 66%.

TRESTLES.

5 ft., each. \$1.50 14 ft., each. \$4.20

8 ft., each. 2.00 16 ft., each. 4.80

10 ft., each. 2.50 18 ft., each. 5.40

12 ft., each. 3.00 20 ft., each. 6.00

TROWELS.

Disston's, 10%.

TWINE (Binder).

650 ft., per lb. 0 13½

600 ft., per lb. 0 17

550 ft., per lb. 0 09½

500 ft., per lb. 0 09¼

5 ton lots, ¼c per lb. allowance

10 ton lots, ¼c lb. allowance.

Delivered in 300-lb. lots and over.

Wrapping cotton 5-1b.

4-ply 0 21½

3-ply 0 19

TUBES.

Boiler Tubes.

Montreal Toronto

100 ft., 1½ in. 10 45 9 75

100 ft., 2 in. 9 60 8 25

100 ft., 2½ in. 10 25 10 65

100 ft., 3 in. 13 30 11 00

100 ft., 3½ in. 15 55 13 00

100 ft., 4 in. 19 80 16 75

Samson Galvanized.

No. 11, doz., net 12 00

No. 22, doz., net 14 40

No. 33, doz., net 16 80

Common Galvanized.

No. 0, doz. 5 32

No. 1, doz. 7 13

No. 2, doz. 7 76

No. 3, doz. 8 86

Per nest.

Nests of 3—0, 1 and 2.....\$2 38

Nests of 3—1, 2 and 3..... 2 05

Nests of 4—0, 1, 2 and 3..... 2 95

WOODWARE.

No. 0, per doz. 11 50

No. 1, per doz. 10 00

No. 2, per doz. 8 50

No. 3, per doz. 7 50

VALVES, ETC.

Ground work, 55%.

Stand, compr. work, 65%.

High-grade compr. work, 55%.

Cushion work, 55%.

Fuller work, 70%; No. 0, 70

10%, and 1 and 2 basin cocks,

70%.

Flatway stop and stop and waste

cocks, 60, 10%; roundway, 60

and 5%.

J. M. T. Globe, Angle and Check

Valves, 50%; Standard, 60%.

J. M. T. Radiator Valves, 55%;

Standard, 60; patent quick

opening valves, 70 and 10%.

WARE, COPPER AND NICKEL.

Copper boilers, kettles, 45%.

Copper tea and coffee pots, 45%.

Copper pitts, 25 and 2½%.

Foundry goods, hollow ware, 40

and 5%.

WARE, ENAMELED.

White ware, 70, 10, 5%.

Canada, Diamond, Premier, 50

and 7½%.

Pearl Imperial and Colonial

steel, 60 and 7½%.

Star decorated steel, 20, 10,

5%.

Hollow ware, tinned steel, 40%

off

Enamelled street signs, on ap-
plication.

WARE, TIN PIECED.

Discount, 33 1-3%.

10-qt. flaring sap buckets,

33 1-3%.

6, 10 and 14-qt. flaring pails,

33 1-3 p.c.

Copper bottom tea kettles and

boilers, 33 1-3%.

Coal hods, 33 1-3%.

Boiler and tea kettle pits,

25 and 2½%.

WARE, STAMPED.

Plain, 70 and 20%.

Retinned, 70 and 10%.

Tinners' trimmings, 70 and 20

p.c.

WASHERS, IRON.

Full box, 45 per cent. smaller.

Full box, 45 p.c. smaller lots.

30 p.c.; assorted. Price less 50

lbs. add 1c lb.; less 25 lbs. 2c lb.

WEATHERSTRIP.

Narrow wood and felt...1½c ft.

Medium wood and felt...1¼c ft.

Wide wood and felt...2¼c ft.

All felt Frost King...\$4.40 doz.

WEIGHTS, SASH.

Sectional, 1 lb., per 100 lbs. 2 00

Sectional, ½ lb., per 100 lbs. 2 25

Solid, 3 to 30 lbs., per 100 1 60

WEIGHTS.

Smarts, Horse, 3¼c lb.

WHEELBARROWS.

Navy, steel wheel, doz.... 23 50

Garden steel wheel, doz.... 36 00

Light garden, per doz.... 27 00

Heavy garden, L-side 33 00

Heavy farm, solid side...33 00

WHIFFLETREES.

Tubular steel, 28 ins. 0 70

Tubular steel, 34 ins. 1 00

Tubular steel, 36 ins. 1 25

Tubular steel neckyokes,

36 inches 1 25

Tubular steel doubletrees,

40 inches 0 35

Tubular steel lumbermans,

44 inches 0 95

WIPERS.

(See Paint Markets)

WIRE.

Brass wire, 40%.

Copper wire, 40%.

Annealed Cut Hay Baling Wire,

No. 9, \$3.75; No. 10, \$3.80; No.

11, \$3.90; No. 12 and 13, \$4; No.

13½, \$4.10; No. 14, \$4.25; No. 15,

\$4.50; in lengths 6 inches to 11

inches, discounts 30 per cent.;

other lengths 20c per 100 lbs

extra; if eye or loop on end add

25c per lb. to the above.

WIRE, CLOTHES LINE.

No. 7 wire solid line, No. 1.

\$5.05; No. 18, \$3.15; No. 19, \$2.85;

6 wire solid line, No. 17, \$4.00;

No. 18, \$3.25; No. 19, \$2.95. All

prices per 1,000 ft. measure; 6

strand, No. 18, \$2.75; No. 19,

\$3.05. F.O.B. Hamilton, Toronto,

Montreal, London.

WIRE, FINE STEEL.

Discount 25 per cent. List of

extras. In 100-lb. lots; No. 17,

\$5; No. 18, \$5.50; No

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE.

2½ lb. packages, \$6.20 per 100 lbs.
5 lb. packages, \$6 per 100 lbs.

ALCOHOL.

5 gal. lots, per gal., \$1.

BEE SWAX.

Per lb., 40c.

BRONZING LIQUID.

Bronzing liquid, No. 1 ..\$1 75
Banana oil, gal. 4 00

BRUSHES.

Weighted, 15 lbs., doz. ..\$14 70
Weighted, 20 lbs., doz. 19 90

COATING.

Cement Coating\$2 55 \$3 60

COLORS (DRY).

Per lb.

Raw Umber, 100 lb. keg. 0 10

Burnt Umber, 100 lb. 0 10

Raw Sienna, 100 lb. kegs. 0 10

Burnt Sienna, 100 lb. kegs. 0 10

Imperial green, 100 lb. kegs. 0 12

Italian red, 100 lb. kegs. 0 04½

Brunswick green, 100 lb. k. 0 06

Indian red, 100 lb. kegs. 0 10

Indian red, No. 1, 100 lb. k. 0 06

Vermillion, O.J., kegs 0 19

Vermillion, English, bags 1 25

Venetian red, best bright. 0 02

Venetian red, No. 1 0 02

Drop black, pure dry 0 12

Golden ochre, 100 lb. kegs. 0 04

White ochre, barrels 0 04

Yellow ochre, barrels 0 01¾

Spruce ochre, 100 lb. kegs. 0 12

Canadian red oxide, bbls. 0 02

Super magnetic red 0 02½

COLORS IN OIL.

Venetian red 1-lb. tins, 0 12

pure 0 23

Chrome yellow, pure 0 14

Golden ochre, pure 0 12

French ochre, pure 0 11

Chrome green, pure 0 11

French permanent green, pure 0 15

Signwriters' black, pure. 0 20

Marine black, 25-lb. irons 0 06

DIERS.

Patent 25 lb. tins, 8c lb.; patent 1 lb. tins, 11c lb.

ENAMELS.

Per gallon in quart tins.

Alba-Gloss enamel 4 00

Anchor Floorlustrer 1 80

FILLER.

Gal.

Luxeberry Enamel\$5 00

Green Enamel B.B. 1 65

GLUE.

Per lb.

French medal 0 15

English common sheet 0 13

English prima 0 14

White pigfoot 0 21

Perfection amber, ground, No. 1230 0 13

Cake, bone, 112-lb. bags. 0 10

Hide, 112-lb. bags 0 15

Gelatin, 112-lb. bags 0 20

Ground glues, 112-lb. bags. 0 13

No. 1 0 16

GLASS.

(TORONTO QUOTATIONS.)

Size United Inches. Star.

Under 26\$8 50

26 to 40 7 00

41 to 50 7 40

51 to 60 8 00

61 to 70 8 75

71 to 80 9 50

81 to 85 10 50

86 to 90 10 50

91 to 95 10 50

96 to 100 10 50

Double Diamond.

Size United Inches. Star.

Under 26\$8 60

26 to 40 10 00

41 to 50 11 70

51 to 60 12 00

61 to 70 12 75

71 to 80 13 85

81 to 85 17 50

86 to 90 18 85

91 to 95 19 20

96 to 100 22 75

101 to 105 32 00

106 to 110 36 00

The following discounts are made for sheet glass by Toronto firms. Points in Ontario, west of and including Port Hope, up to 5,000 ft., 20%; 5,000 to 10,000 ft., 25%; 10,000 and over, 30%. Points east of Port Hope up to 5,000 ft., 25%, and over 5,000 ft., 30%. The above terms are offered when the quantities mentioned are taken in one shipment at one time.

MONTREAL QUOTATIONS.**Country Base Price.**

United Inches	Star	Double Diamond
Up to 25	\$ 6.50	\$ 8.60
26 to 40	7.00	10.00
41 to 50	7.40	11.70
51 to 60	8.00	12.00
61 to 70	8.75	14.00
71 to 80	9.50	15.00
81 to 85	10.50	18.00
86 to 90	20.50	
91 to 95	22.00	
96 to 99	25.00	
101 to 105	32.00	
106 to 110	36.00	

With the following discounts: Any quantity up to 100 cases, 25%; 100 cases and less than carloads, 30%; carloads, open price when imported.

GLASS, PLATE.**Montreal:**

Country discount, 35 and 5 per cent. off list, delivered.

City discount, 45 and 5 per cent. off.

Toronto:

Country discount, 40½ off list delivered.

City, 42½ off list.

LEAD.

(White Ground in Oil.)

Prices per 100 lbs. in ton lots.

Montreal Toronto

Elephant Genuine\$9 00 \$9 15

"Anchor" pure 8 70 8 85

Green Seal 8 70 8 85

Brandram's B.B. Genuine 9 70 9 85

C.P. Co. decorat's pu. 8 70 8 85

Crown and Anchor, pure 8 90 9 05

Decoror's Pure (Wpg) 8 60

Moore's Pure White Lead 8 70 8 85

Painter's Perfect 8 20 8 35

Ramsay's Pure Lead. 8 70 8 85

Ramsay's Exterior 8 40 8 55

Tiger Pure 8 70 8 85

"James Genuine" 10 50

Stephens' H. P. P. (Win- nipeg) 8 70

Less than ton lots, 30c per cwt. higher.

LEAD (RED DRY).

Genuine, 560-pound casks, per cwt. 6 50 6 38

Genuine, 100-pound kegs, per cwt. 6 75 6 75

No. 1 casks, per 100 lbs. 6 25 6 25

Less quantity 8 50

LEAD, ARSENATE OF.

1 lb. pkgs., 100 lb. lots.\$19 50

2 lb. pkgs., per 100 lbs. 19 50

5 lb. pkgs., per 100 lbs. 15 50

25 lb. pkgs., per 100 lbs. 14 50

100 lb. pkgs., per 100 lbs. 13 25

200 lb. kegs, per 100 lbs. 13 10

300 lb. pkgs., per 100 lbs. 13 00

600 lb. casks, per 100 lbs. 12 50

MURESCO.

Tints in 5 lb. packages, per 100 lbs., \$5.40.

OILS (LINSEED RAW).

For prices see weekly report.

LINSEED, BOILED.

Single bbls. See weekly report

PAINTS (PREPARED).

Per gallon

In qt. tins

Sherwin-Williams paints, base 2 00

Canada Paint Co.'s pure. 2 00

Elephant and Prism 1 20

Benj. Moore Co.'s

"Egyptian" Brand 1 45

Moore's house colors, per gallon 1 75

Brandram-Henderson's "English" 2 00

Fresco-Tone, in quarts. 1 80

Ramsay's paints, pure 1 80

Ramsay's paints, Thistle. 1 60

Martin-Senour, 100% pure. 2 00

Senour's floor paints 1 60

Jameson's Crown and Anchor brand 1 60

Stephens' House Paint (Winnipeg) 1 90

Stephens' Floor Paint (Winnipeg) 1 75

Silkstone Wall Color. 2 00

PARIS, PLASTER.

Per bbl. 2 25

PARIS GREEN.

Prices f.o.b. Montreal, Quebec, Halifax and St. John.

C P Co. Bergers

600-lb. casks 18 18¾

250-lb. casks 18¾ 19

100-lb. drums 19¼ 20

50-lb. drums 19¼ 20

25-lb. drums 19¼ 20¼

1-lb. pack, 100 case. 21¼ 22¼

½-lb. pack, 100 case. 23¼ 24¼

1-lb. tins, 100 case. 22¼ 23¼

½-lb. tins, 100 case. 25¼

Prices f.o.b. Toronto, Hamilton and London, ¼ lb. advance.

PIGMENTS.

Orange Mineral, casks. 0 08½

Orange Mineral, 100-lb. kegs 0 05¾

PRIMER.

Gal.

Luxeberry Primer\$2 25

PASTE WOOD FILLER B.B.

Lb.

1 lb. cans\$0 18

2 lb. cans 0 18

5 lb. cans 0 17

10 lb. cans 0 16

25 lb. cans 0 12

100 lb. kegs 0 11

¼ barrels 0 10¼

Barrels 0 10

PATTY.

Standard

Montreal Toronto

Bulk, in casks 2 30 2 40

Bulk, 100-lb. drums. 2 50 2 60

Bulk, 25-lb. drums. 2 60 2 70

Bladders, in bbls. 2 80 2 90

Pure Putty, 60c cwt. advance.

SHELLAC.

Gum, 25c lb.; finest orange, 30c lb.

TAR (PINE TAR).

Half pint tins, per doz. 0 60

Pint tins, per doz. 1 10

PAINT AND VARNISH.**REMOVER.**

Parxite, 1 gal. cans 2 10

Cumoff 2 10

TURPENTINE.

Montreal Toronto

5 gal. See weekly report

Pure, single bbls. See weekly report.

SLATING.

Gal.

2 to 4 bbls. 0 60 0 64

Liquid Slating, B.B.\$3 00

STAINS.

Gal.

Oil, & Spirit, Berry Bros.\$2.50

Water Stains, Berry Bros. 1.25

Berrycraft stain finish 3 00

Shingletint, 5 gal. cans 1.15

VARNISHES.

Per gal. cans

Liquid Granite\$3 00

Elastic Interior 3 00

Elastic Outside 6 00

Luxeberry, light 3 00

Luxeberry, white 5 00

Luxeberry, spar 4 50

Luxeberry, exterior 5 00

Dugloss finish 3 00

Carriage, No. 1 1 50

Excello 2 00

Mar-Not 2 70

Elastic Oak 1 50

Light oil finish 1 35

Gold sized japan 2 00

Baking black japan 1 35

No.

Winnipeg Hardware Quotations

AMMUNITION.

Powder, per keg\$7 00

ANVILS.

Peter Wright, 80 lbs. and up.
13c per lb.; clip horn, 14c.
Norris, 41 to 56 lbs., 13½c; 57
to 70 lbs., 12c; 71 to 83 lbs., 11c;
84 lbs. and over, 10½c.

ATLANTIC BITS.

"Irwin" bits, 40%; common,
70%.

AXES.

H. B., 1 lb., \$6.25 per doz.; 1½
lb., \$6.65; 2 lb., \$6.90; 2½ lb.,
\$7.50; 3 lb., \$7.75; 3½ lb. and
4 lb., \$8; 4½ lb., \$9.50; 5 lb., 3½
lb. and 4 lb. \$10; Black Prince
Axes unhandled, \$8.00; Black
Prince axes, handled, \$10.25;
Bench axes, 35 per cent; broad
axes, 5 to 7½ lb., \$28 per doz; 7½
to 9 lb., \$30.80.

BARS, CROW.

\$4 per 100 lbs.

BAR IRON.

Bar iron, \$2.50; Swedish iron,
\$4.25; sleigh shoe steel, \$2.85;
spring steel, \$3.40; machinery
steel, \$3.75; tool steel, Black Dia-
mond, 100 lbs., \$8.50; Brittain
Brand Tool Steel, \$8.50.

BELTING.

Rubber—60 p.c. off the list.
Leather.
Agricultural leather belting,
64-2-3 per cent. off the list.
No. 1, 66-2-3 per cent. off list.
Standard, 60 per cent. off list.
The "double" list is just twice
the price of "single".

BELT LACING.

In sides, tanned, \$1 per lb.;
cut, \$1.10 per lb.; rawhide, sides,
95c; cut, \$1.05.

BLOCKS.

Steel, 50 per cent.; wood, 60
per cent.
Steel, 50 per cent.; wood, 60 per
cent.
Wood, tackle, common, 60 per
cent.

BOILER TUBES.

2 in., per foot, 10½c; 2½ in.,
1½c; 3 in., 17½c.

BOLTS.

Carriage, ¾ and smaller, 55
and 56%; 7-16 and larger, 45 and
57%; machine, ¾ and under, 55
and 56%; 7-16 and over, 45 and
56%; machine set screws, 65%;
plough bolts, 45%; nuts, small
lots, net list; case lots, 2½c per
lb. off; stove bolts, 7½%; sleigh
shoe bolts to ¾, 50%; 7-16 and
up, 40%.

BUILDING PAPER.

Tarred, 55 to 82c per roll, ac-
cording to quality; plain, 40 to
68c; tarred, felt, 8 and 10 oz.,
\$2.60; 16 oz., \$2.85 per 100 lbs.

BUTTS.

Wrought Steel, loose pin, 65
per cent. off the list.

CHAIN.

Coil, 3-16 in., \$10.00; ¾, \$7.25;
5-16 \$6.85; ¾, \$5.00; 7-16, \$4.75;
¾, \$4.50; 9-16, \$4.50; ¾, \$4.40; ¾,
\$4.25. Logging, 5-16, 6½c; ¾,
5½c; Tie out, 70 and 10 per cent.

CHURNS.

Barrel, No. 0, \$5.13; No. 1,
\$5.13; No. 2, \$5.70; No. 3, \$6.27;
No. 4, \$7.41 each.

CLEAVES, MAIL.

7½c per lb.

COPPER.

Sheet and planished copper,
37c per lb. Tinned, 30c; Braziers'
soft copper, 10-24 fl., 26c; 27½c.

DRILLS.

Bit Stock, 60 per cent; Black-
smith, ½ in. round shank, 55 p.c.
Eave trough, 8", per 100 ft.,
\$2.90; 10", \$3.25; 12", \$4.
Conductor pipe, 2", per 100 ft.,
\$3.45; 3", \$3.85; 4", \$5.10.

ENAMELWARE.

Canada, 50; Imperial, 60; Pre-
mier, 50; Colonial, 60; white, 70
and 5; diamond, 50; granite, 60%.

FERRULES AND RINGS.

30 per cent. off.

FILES.

American, 70 and 10%.
Nicholson's, 60%.

FIXTURES.

Stall hollow bar, No. 3, \$1.
Galvanized ware, heavy, 25 and
2½%; light, 25 and 12½%.

GASOLINE.

Painters' naphtha, bbls., 21c per
gal.; \$3.45 per case.

GLASS, WINDOW.

	Single	Double
Up to 25 in.....	6 00	8 00
26 to 40	6 50	9 00
41 to 50	7 00	10 25
51 to 60	7 50	11 00
61 to 70	8 00	11 75

GLASS (Plate).

35% off f.o.b. Regina, Winni-
peg, Calgary and Edmonton.

GRINDSTONES.

Per 100 lbs., \$1.75.
Mounted on steel frames, \$4.50.

HAY KNIVES.

Heaths, \$8; Lightning, \$7.50.

HINGES.

Light T and strap, 60%.
Corrugated strap, in bulk, 4, 5,
6, 8, 10, 12, 90c, \$1.20, \$1.50, \$2.40,
\$3.60, \$5.50.

Corrugated T hinges, in bulk,
4, 5, 6, 8, 10, 12, \$1.10, \$1.50, \$1.80,
\$3, \$4.50.

HORSESHOES.

Iron, No. 0 to 1, \$4.90; No. 2
and larger, \$4.65; snowshoes, No.
0 to No. 1, \$5.15; No. 2 and
larger, \$4.90; steel, No. 0 to 1,
\$5.35; No. 2 and larger, \$5.10;
featherweight, \$6.50.

JACKSCREWS.

60 per cent. off list.
KNOBS. Door, 307, \$1.25.

IRON BAND.

1½ in., \$2.85; 1¾, \$2.85; 1 in.,
\$2.90.

IRON, GALVANIZED.

	Apollo and "Fleur de Lis." Head.
10½ oz. or 28 Eng. 5 25	5 60
28 Am. or 26 Eng. 5 00	5 35
26 Am. or 26 spec'l 4 75	5 10
24 Am. and Eng. 4 60	4 95
22 Am. and Eng. 4 60	4 95
18 & 20 Am. & Eng. 4 50	4 80
16 Am. and Eng. 4 35	4 65

IRONS, SAD.

Common Sad Irons, 8 lbs. and
6c per lb.; 4 lbs., 7½c per lb.
Mrs. Pott's No. 55, set 0 95
Mrs. Pott's No. 50, set 1 00
Asbestos Sad Irons.
No. 100, set 1 80
No. 70, set 1 45
Mrs. Pott's common sad iron
handles, 85c a dozen. Mrs. Pott's
improved, \$1.05 a dozen.

LANTERNS.

No. 2, plain 7 50
No. 20, X-ray 11 25
No. 22, Dash-board 10 00
Trullite short globe, doz. 7 50

LEAD PIPE.

\$7.50 coil; less coil, \$8 cwt.

LEAD WASTE.

\$8 to \$8.50 per cwt.

LINSEED OIL.

Raw, per gal., 84c; boiled, per
gal., 87c.

These prices are for barrels.
Less amounts 5c per gal. extra,
with additional charges for cart,
etc.

LOCKS.

Rim knot lock No. 600, \$1.60
per dozen.

MATCOCKS.

Pick, \$5.75; cutter, \$5.75.

NAIIS.

Wire, f.o.b. Fort William, \$2.55
base; Winnipeg, \$2.95 base. Cut,
f.o.b. Winnipeg, \$3.35.

NAIIS, HORSE.

Capewell, 10 and 5 off list.

NETTING.

Poultry, 40%.

NUTS.

Square and hex., small lots,
f.o.b., \$2.05; case, \$2.75 off.

OIL CANS.

	Gal.	Tin vanted
4 gal., dome top....	\$2 10	\$3 04
1 gal., dome top....	2 55	3 42
2 gal., dome top....	3 97	4 55
3 gal., dome top....	5 10	7 35
5 gal., dome top....	6 34	8 25

OILS.

Silver Star oil, 18½c gal.;
Royalite oil, 16c gal.; Palatine
oil, 18½c gal.; Capital Cylinder,
56c gal.; Standard gas engine

oil, 41c; Polarine oil, 60c gal.;
Prairie Harvester oil, 30½c gal.

DRY COLORS.

Yellow ochre, in bbl. lots, 2½c;
less than barrel lots, 3c; golden
ochre, barrels, 3½c; less than
barrels, 4½c; Venetian red, bar-
rel, \$2; less than barrels, \$3;
American vermilion, 12c; Eng-
lish vermilion, \$1 per lb.; Can-
adian metallic oxides, barrel lots,
3½c; English purple oxide, in
casks, 3½c; less quantities, 4c
per lb. Red lead, kegs, \$8.50. 9c
lb. for less.

PARIS GREEN.

100-lb. drums, 21½c; 1-lb.
pkgs. (case lots), 23½c; ½-lb.
pkgs. (case lots), 25½c.

PICKS.

Clay, 6-7, \$4.50 per dozen.

GALVANIZED IRON PIPE.

¼ inch, \$3.70; ¾, \$3.80; ½,
\$4.40; ¾, \$5.25; 1 inch, \$7.70; 1½,
\$10.40; 1½, \$12.60; 2, \$16.80.

IRON PIPE.

Black, ¼ inch, \$2.65; ¾ inch,
\$2.75; ½ inch, \$3.35; ¾ inch,
\$3.95; 1 inch, \$5.80; 1½ inch,
\$7.85; 2 inch, \$12.60; 2½ inch,
\$20.20; 3 inch, \$26.40; 3½ inch,
\$31.75; 4 inch, \$37.60; 4½ inch,
\$42.35; 5 inch, \$49.75; 6 inch,
\$66.40.

PLASTER, Paris, per bbl., \$3.25

PLATES, CANADA.

Half polish, 6-7 inch, \$3.65; 5
inch, \$3.90; full polish, 6-7 inch,
\$4.05; 8 inch, \$4.90. Black sheets
—28 gauge, \$3.60; 26, \$3.45; 24
\$3.35; 22, \$3.35; 18-20, \$3.35; 14-16,
\$3.10; 10-20, \$3.15.

PLOW SHARES.

10c per lb.

POINTS.

Landslide plow, 1½ x 14 in.,
\$1.75 per dozen.

POTTY.

100-lb. drums 3 00
25-lb. irons, per cwt. 3 10
1½-lb. tins 0 06

RASPS.

Heiler's 70 and 5 per cent.;
Heiler's horse tooth rasps, 60-10
per cent.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; cop-
per, No. 7, 33c; No. 8, 33c; No.
9, 34c; No. 10, 36c; No. 12, 38c.
Five-lb. assorted boxes, No. 8
gauge, 37c per lb.; No. 10 gauge,
39c per lb.

Copper Burrs, No. 7, 44c; No.
8, 45c; No. 9, 47c; No. 10, 48c;
No. 12, 52c.

ROPE.

Sisal, 10½c base; pure Manila,
16c base; British Manila, 12c
base; lath yarn, 9½c base.

Tarred, Marline Hanks, per
lb., 26c.

SAWS, BUCK.

Happy Medium and Watch
Spring, \$4.25; Lance Tooth or
Lightning blades, \$6.50; New
Century, \$6.50; Maple Leaf, \$5.25;
Prince Rupert, \$8.00.

SCALES.

Same form as Toronto quota-
tions, making discounts in all
cases 5% less. All quotations
f.o.b. Winnipeg.

SCREWS.

Bright iron round head, 80
10%; flat head, 85, 10%; round
head, brass, 70 and 5%; flat head,
brass, 75 and 5%; coach, 60%.

SCYTHES.

Brush, \$8.50.
Grass, \$7.50 to \$8.50.

SHOT.

Soft, \$9.25 per 100 lbs.; chilled,
\$9.65; buckshot, \$10.05; ball,
\$10.45.

SHEET ZINC.

Cask, lots, 13½c; small lots,
13½c.

SHOVELS AND SPADES.

Jones polished, \$8.10 per doz.;
Fox & Olds, \$7.10 per doz.;
Scoops, D-handled, "Black Cat,"
No. 3, \$7.70; No. 4, \$8.20; No. 5,
\$8.50; No. 6, \$8.75; No. 8, \$9.25;
No. 10, \$9.80.

SOLDER.

Per pound, 30 to 31 cents.

SPIKES.

Pressed, ¼ in., \$4.50; 5-16
\$4.15; ¾, \$3.90; 7-16, \$3.80; ¾,
\$3.75; ¾, \$3.75.

STAPLES.

Bright wire per cwt., \$2.65 at
Fort William; \$3.05 Winnipeg;
galvanized staples, \$3.25 Fort
William; \$3.65 Winnipeg.

STEEL.

Sleighshoe, \$2.85 base per cwt.;
plow, common, \$4.50; crucible
plow, \$5.50; angle, \$3.25; harrow,
\$3.25 base; cast, octagon tool
steel, 8½c base; square tool steel,
9½c base; spring, \$3.40; machine,
\$3.75 base; tire, \$3.00.

STEEL HOOPS.

½ in., \$5; ¾ in., \$4.75; ¾ in.,
\$4.35; ¾ in., \$4.25; 1 in., \$4; 1½
in., \$4; 1½ in., \$3.75.

STEEL SQUARES.

40 per cent. off new list.

STOVE PIPE. Rivet, Paten'd
6 in., per 100 ft. 9 00 9 05
7 in., per 100 ft. 9 50 9 75

STOVE PIPE ELBOWS.

6 inch, per doz. 1 42
7 inch, per doz. 1 50
8 inch, per doz. 2 37

TACKS.

Carpet, 75-10 per cent. off list.

TIES. Cow, 35 per cent.

TIN AND TIN PLATE.

Block tin, 58c per lb.

	Per Box
20 x 28 I.C.	16 25
20 x 28 I.X.	12 26
Terne Plates	9 75

TOOLS, HARVEST.

Ordinary, 47½%.

TURBENTINE.

Per gal., barrel lots, 75c.

VARNISHES.

	Per gal. cans
Carriage No. 1	1 75
Elastic Oak	1 90
Furniture No. 1	1 00
Gold size Japan	2 25
Turps, brown Japan	1 00
Crystal Damar	2 50
Oilcloth	2 25

VISES.

Peter Wright's solid box vises,
45 lbs. and over, 15c lb.

Norris vises, 45 lbs. and un-
der, \$6 each; over 45 lbs., 13c
per lb.

Vitrol, blue stone, per lb., 6c

WARES.

Galvanized, heavy, 25, 12½%.

WASHERS.

Iron, small lots, 30 per cent.
full boxes, iron, 35 per cent.

WHIFFLETREE CLIPS AND RINGS, NECK YOKE CENTRES.

42½ per cent. off the list.

WHITE LEAD.

Decorators' pure white lead
ton lots, \$9.45; less than ton lots,



Jamieson's ^{Pure} Prepared Paints and Varnishes

have stood the test of time and will meet the requirements of your trade—

Only the finest materials are used and absolute uniformity is guaranteed.

Each can is exactly the same as the other. Quality to the last drop.

If you are interested in a complete line of paints and varnishes with a solid reputation behind, with the prices moderate and the quality beyond question, we would like to hear from you and we believe our proposition will interest you.

R. C. Jamieson & Co.
LIMITED

Montreal and Vancouver

Established 1858

Owning and Operating

P. D. DODS & CO.
LIMITED



Every can full to the brim with quality. This unsurpassed quality has made 100% Pure the leader in Paints ready for the brush.

Many of our Dealer Agents consider the exclusive agency for this line one of the bulwarks of their business.

100% Pure will attract to your store people who will become your friends and steady customers.



The **MARTIN-SENOUR** *Co.*

LIMITED

PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO



MARTIN-SENOUR PAINTS AND VARNISHES

(MADE IN CANADA)

Just as 100% Pure is a leader in paints so Marble-ite is the last word in floor finish.

Marble-ite is the floor finish with the "money back guarantee." It dries with a bone-like hardness, and never becomes brittle, consequently it will not mar or scratch while under the hardest kind of wear.

With such leaders, Martin-Senour Paints and Varnishes are the easiest and most profitable to sell. They are backed by the strongest kind of advertising, displays and sales promotion work.

Our message of Quality and Service is carried into almost every home in Canada by mediums of publicity, mailing campaigns, etc.

First sales are assurance of consistent demand.

Let us co-operate NOW — we'll both find it exceedingly profitable.

Drop us a line for our proposition, right now.



The **MARTIN-SENOUR** Co.

LIMITED
PRODUCERS OF PAINTS AND VARNISHES
CHICAGO MONTREAL WINNIPEG
HALIFAX • LINCOLN • TORONTO

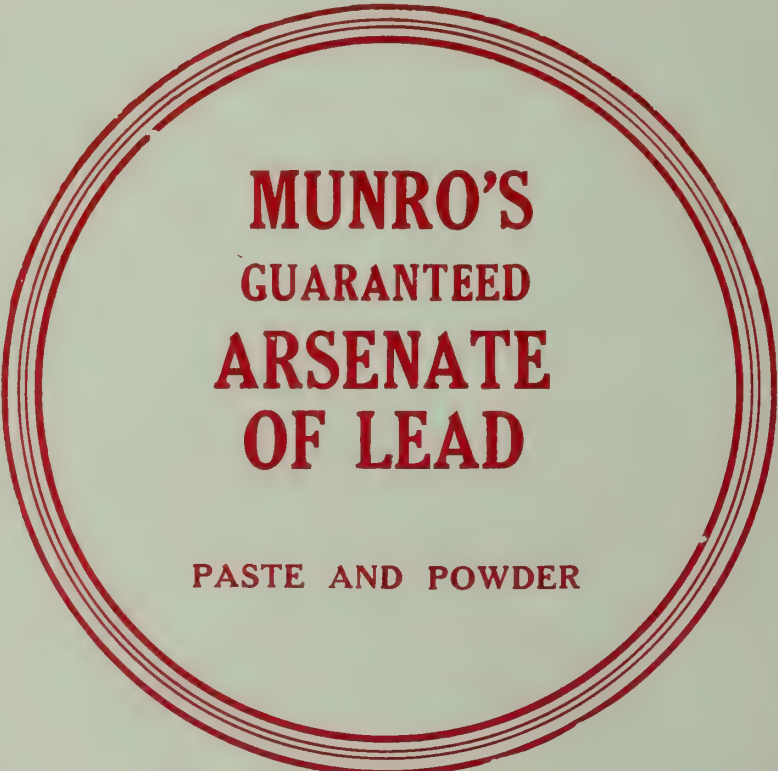


Mr. Dealer! If You Want Repeat Orders SELL



MUNRO'S
PURE
PARIS GREEN

OVER GOVERNMENT
STANDARD



MUNRO'S
GUARANTEED
**ARSENATE
OF LEAD**

PASTE AND POWDER

MANUFACTURED BY

The ALLAN MUNRO COLOR CO., Limited, MONTREAL

SOME SUMS

re B-H ENGLISH PAINT

ADD

the B-H "English" Paint Line to
your stock and trade, and

SUBTRACT

therefrom the usual worries and
complaints.

MULTIPLY

your profits, and the

RESULT

is greater satisfaction all round.

DIVIDE

your B-H "English" Paint Stock by
the number of people who want it,
and there will be no

REMAINDER

to dispose of.

THE DIVIDEND

in this case will be larger than usual.

You can **PROVE** both these **PROBLEMS** by
writing us direct about the **GREATEST**
COMMON FACTOR in developing paint trade

B-H "ENGLISH" PAINT

BRANDRAM-HENDERSON

LIMITED

Montreal

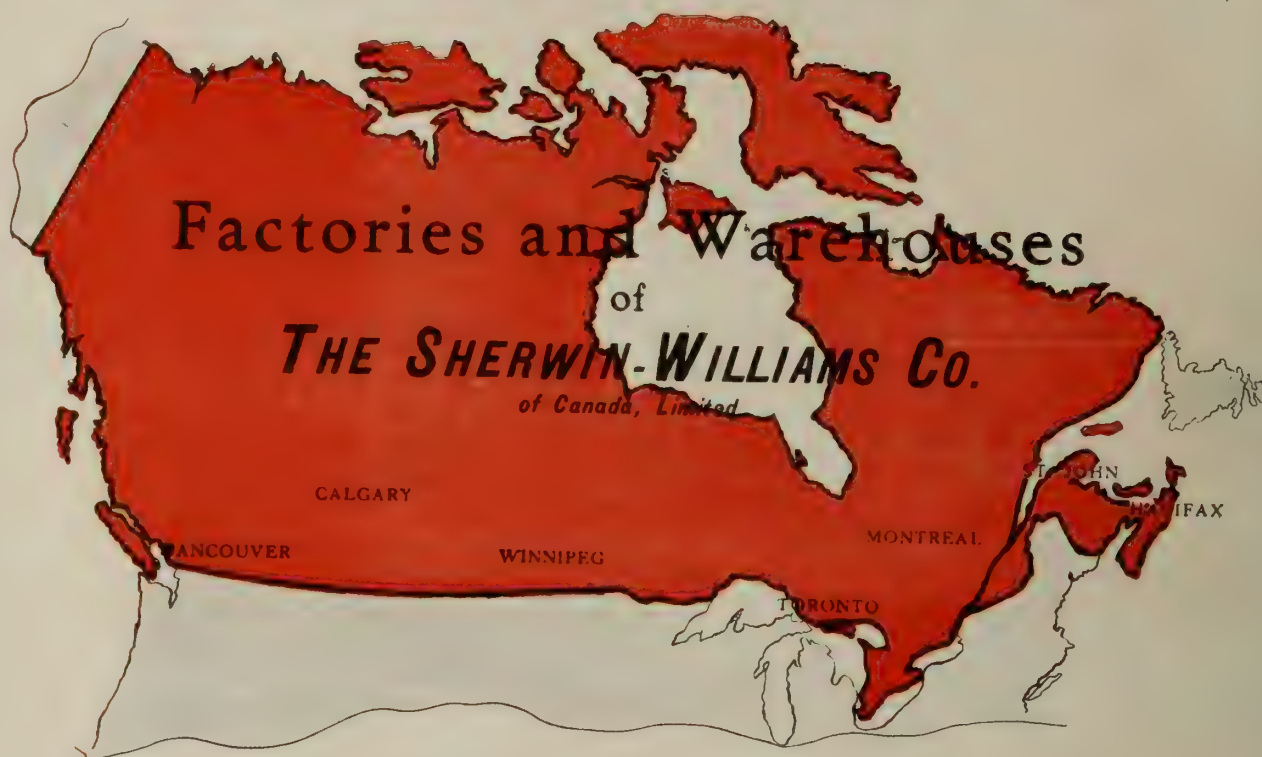
Halifax

St. John

Toronto

Winnipeg

Canadian-Made



Your prosperity largely depends on the prosperity of the whole Dominion.

The more money in circulation throughout Canada—the more business done and profits made. That is exactly the way it works—and it applies to every merchant and manufacturer from Atlantic to Pacific.

When goods are bought in another town or city by a citizen of your locality, you not only lose a sale, but a certain amount of money is withdrawn from circulation in your neighborhood, thereby affecting in some measure the volume of your business, and the prosperity of your town.

The same thing happens, only on a more tremendous scale, when you buy goods that are not made in this country.

Your money instead of going to a Canadian manufacturer to pay for wages and raw materials, etc., passes out of Canada and adds to the prosperity of some other country at the expense of this Dominion.

As a business man—make it one of your rules of success—to help your country's prosperity, and indirectly your own, by selling Canadian-Made goods as far as possible.

SHERWIN-WILLIAMS **PAINTS & VARNISHES**

A FINISH FOR EVERY PURPOSE

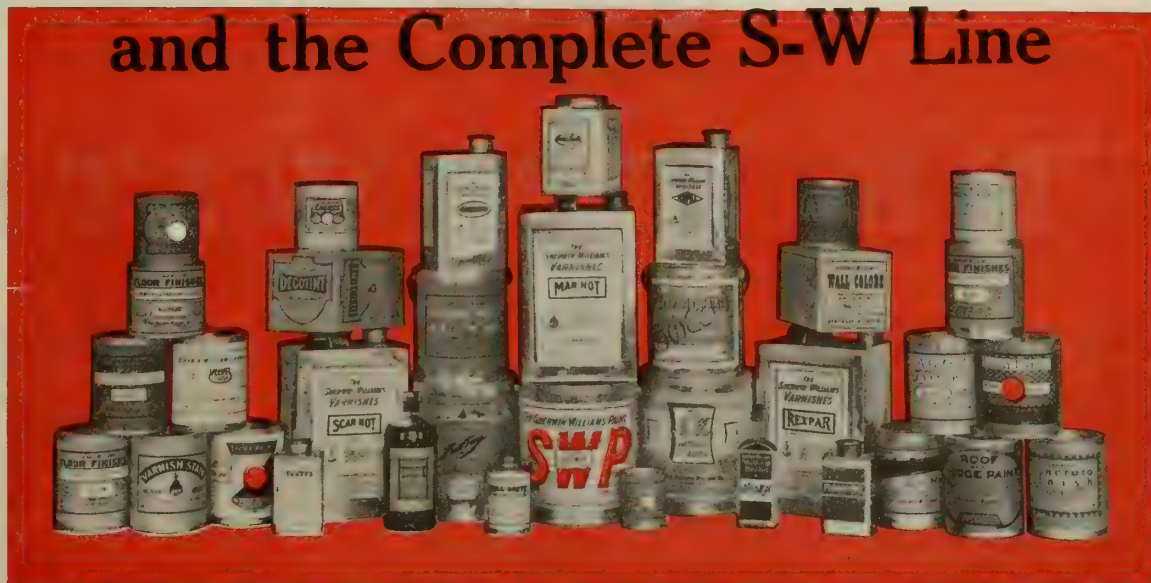
THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



The Largest Makers of Paints and Varnishes in the British Empire

Quality — Service

and the Complete S-W Line



This is the winning combination for energetic and aggressive paint and varnish dealers

The approach of the big Spring business is the warning to map out your plans and consider if you are prepared to handle the most profitable share of the paint and varnish sales in your section.

With a stock of Sherwin-Williams products on your shelves you can take care of all demands. S-W Paints and Varnishes have a reputation that secures for your store an asset in good-will and prestige that only the Sherwin-Williams Agency can give you.

Every sale of an S-W product helps to build up the success of your business. A satisfied customer is the best advertisement your store can possibly have, but the only permanent basis for satisfied customers is superior quality. It is the high quality of S-W Paints

and Varnishes that has made them famous amongst paint and varnish users.

S-W "Cover the Earth" is the best known paint trade-mark in the world, and this advanced position will continue to be maintained by the same high quality in the goods, and extensive advertising and promoting that has always characterized The Sherwin-Williams Co.

S-W Service embodies not only effective advertising and selling helps, but prompt and careful filling of orders and quick delivery. When urgent, wire your orders to our nearest warehouse—all rush orders received by noon are shipped the same day.

There is no better time than now to take the S-W Agency, if it is still available in your district.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg,
Calgary, Vancouver, Halifax, N.S., London, Eng.



The Largest Makers of Paints and Varnishes in the British Empire



LINK UP WITH

The Canada Paint Agency



Sun Varnish meets the most severe conditions varnish can be expected to serve.

The Paint Department is a profitable asset to the man who chooses his line not only with the idea of immediate profit, but also, continued growth and success.

If you are not satisfied with the progress of your Paint Department—it is time for you to find a line of paints and varnishes that will give it new life.

The long experience of The Canada Paint Co. in the manufacture of paints and varnishes, has made our chemists, testers, and paint makers, experts in the science of paint and varnish making. It has developed their pride in maintaining a high standard of quality, and uniformity of color, smoothness, spreading, covering, drying, and wearing.

The Canada Paint crush their linseed oil—corrode and grind their white lead—make dry colors, and oxides, etc., and in this way have absolute control of the quality of these important raw materials used in making C.P. products.

Our extensive facilities, the expert knowledge of our chemists and paint and varnish makers, and our scientific formulae and processes of mixing and grinding, have been responsible for the progress of The Canada Paint Co., and the success of the paint dealers throughout Canada, handling the C.P. lines.



Canada Paint—A paint—not made to meet a price—but according to scientific formulae to give the utmost value and satisfaction.

THE CANADA PAINT CO. LIMITED

MONTREAL • TORONTO • WINNIPEG • CALGARY • HALIFAX
 PAINTS • COLORS
 VARNISHES



TRADE MARK

STAINS • ENAMELS
 LINSEED OILS



THIS PROPOSITION

Appeals to Paint Dealers

who appreciate the value of co-operation. The C.P. Agency means more than a stock of C.P. paints and varnishes, etc. It gives you the opportunity of working in close co-operation with the Company in moving the stock from your shelves and developing larger and more profitable paint and varnish sales.

The Canada Paint Co. make everything in paints, varnishes, stains, enamels, colors, etc.—for property owner, housewife, farmer, painter, decorator, manufacturer, etc., and also a full line of Marine Finishes.

The details of the C.P. Agency are best brought to your attention by a personal interview — so that you have the opportunity of asking questions, and proving to your own satisfaction the value of what we have to offer you.

Mail a card to our nearest office, telling when you would like our Representative to put the C.P. Proposition before you. This courtesy will put you under no obligation whatever, but will simply enable you to know the full particulars.



Sun Varnish Stain—A scientific combination of durable varnish and permanent pigment stains.



Sanitone The flat-drying oil paint for inside decoration, embodying beautiful effects, durability, large spreading, and sanitary qualities.

THE CANADA PAINT CO. LIMITED

MONTREAL · TORONTO · WINNIPEG · CALGARY · HALIFAX

PAINTS · COLORS
VARNISHES



STAINS · ENAMELS
LINSEED OILS

Hardware Men AND Painters

Get together on the New Process Alabastine

We are advertising a free trial package of the New Process "Slow Setting" Alabastine to any painter who receives a coupon from our office or traveller. You hand him the sample package free, and we will redeem the coupon at retail value. We pay premiums to painters, of 2½¢ on every 5 lb. package or a high-grade wall brush for every 500 lbs. used, when they send us the clippings of the large word **ALABASTINE** from the sides of packages.

PHONE 989

ESTIMATES FURNISHED

P. F. PHIPPEN
FORMERLY OF
THE ROBERT SIMPSON CO., LTD., TORONTO
HOUSE PAINTER, PAPER HANGER
DECORATOR AND HARDWOOD
FINISHER

NORTH BAY, *Terry 22* 1915
ONTARIO

The Alabastine Company,
Paris, Ont.

Gentlemen,

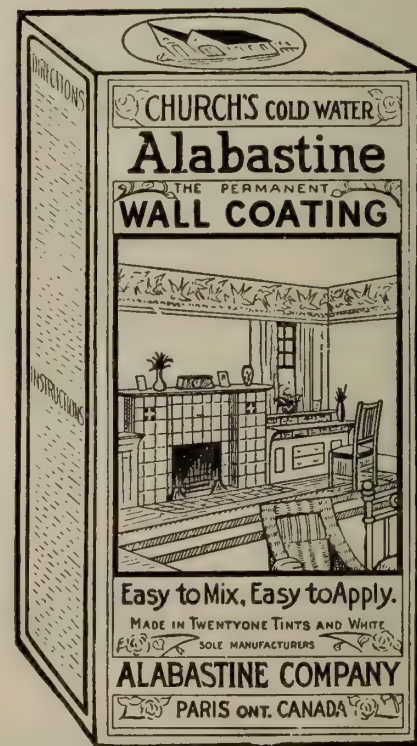
These few lines in praise of your New Process Cold Water Alabastine which I really must admit is undoubtedly the best I have ever used during my 22 years experience in house decorating. I have demonstrated with it personally, and gave it a severe test, doing out some old office buildings which had not been touched for 7 years. They were black (not dirty). I applied one coat of your Cold Water Alabastine and to my utter surprise it turned out solid and good, not showing any brush marks or over laps, as one used to get when using other kinds. It really is easy to work and the time it saves in making up is a very great consideration to a Master Man such competitive times as these are.

I shall strongly recommend the use of your Alabastine wherever I can, as it has more than fulfilled my expectations.

Yours very truly,
P. F. Phippen

Give our customers a certificate of purchase on the Free Stencil Offer circular and encourage them to send to us for stencil patterns for merely the cost of postage and packing. Use our big window trim during "Alabastine Week," April 1st to 17th, and give this valuable line a good show.

Our goods are made to suit the needs of practical men. This letter tells just what all practical men think of the improved "Slow Setting" Alabastine.



The Alabastine Company Paris, Limited
PARIS, ONTARIO



▪ **real** ▪
white
RAMSAY'S
EXTERIOR
WHITE



We did not start this war, But—
we're going to help finish it

By making Business "Better than Ever"

OUR

CANADA BRAND PURE PAINTS

(Quality Guaranteed)

4

CANADA BRAND FLOOR PAINTS

(Surpassed by None)

JAS-PER-ITE

The Present-Future Varnish

Leaders

JAS-PER-LAC SPECIALTIES

The Present-Future Finish

Our New Toronto Warehouse enables us to make prompt deliveries to Dealers in Western Ontario
WRITE US TO-DAY FOR OUR ATTRACTIVE PROPOSITION FOR 1915

**The Ottawa Paint Works and
Ottawa Varnish Co., Limited**

Ottawa, Canada

*Toronto
Branch* **153 Duchess St., Toronto**



Stephens



HOUSE PAINT



Stephens House Paint is made by experts for the use of both the Painter and Consumer.

The professional painter, as well as the amateur, is a steady user of "Stephens House Paint" because it saves him time and money, and always gives satisfaction. Stephens House Paint has wonderful weather-resisting qualities and no superior as a surface coverer.

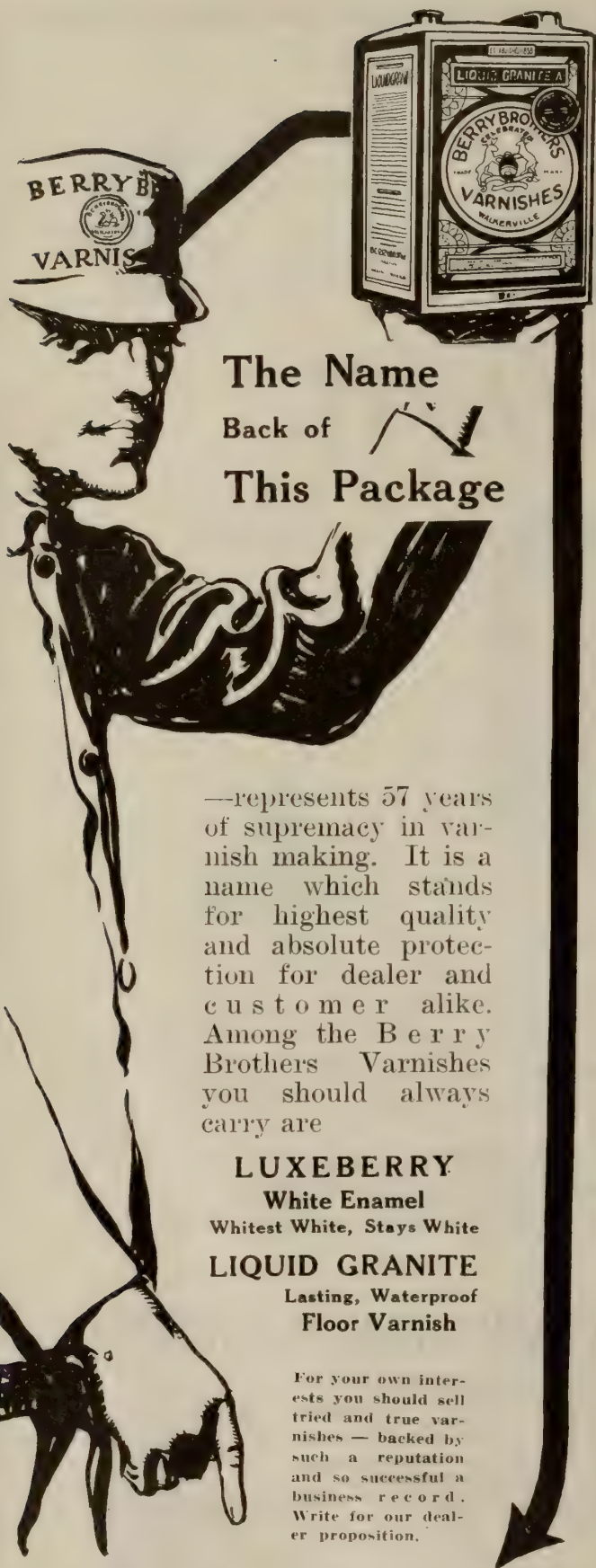
If not already represented in your town we will be glad to explain our exclusive agency proposition. Write us about it.

G. F. STEPHENS & COMPANY, LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY





**The Name
Back of
This Package**

—represents 57 years of supremacy in varnish making. It is a name which stands for highest quality and absolute protection for dealer and customer alike. Among the Berry Brothers Varnishes you should always carry are

LUXEBERRY
White Enamel
Whitest White, Stays White

LIQUID GRANITE
Lasting, Waterproof
Floor Varnish

For your own interests you should sell tried and true varnishes — backed by such a reputation and so successful a business record. Write for our dealer proposition.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE, ONTARIO

PEDLAR'S PERFECT PRODUCTS
MADE IN CANADA

**GOOD
SPRING BUSINESS**

Awaiting the hardware dealer who pushes the sale of

PEDLAR'S
"OSHAWA" and "GEORGE" SHINGLES

They are the last word in modern roofing material. The "Oshawa" (16" x 20") for dwellings, and The "George" (24" x 24") for barns and large buildings lock positively on all four sides, and are

RAIN WIND SNOW LIGHTNING and FIRE	PROOF	Laid with Entire Satisfaction on Buildings Throughout Canada
--------------------------------------------------	-------	-----------------------------------------------------------------------

Write for Booklet "H.M."



Address nearest branch
**THE
Pedlar People,
LIMITED**
Established 1861
Oshawa, Ontario
Montreal Toronto
Ottawa
London Winnipeg
49-M

YOU CAN SOLDER ALUMINIUM

THERE ARE MANY LITTLE JOBS WHICH YOU CAN DO WITH THE HELP OF OUR BRITISH ALUMINIUM SOLDER; A SMALL STOCK OF THIS IS A GOOD THING FOR YOU TO HAVE AROUND TOO.

TWENTY-FIVE CENTS IN STAMPS AND YOUR ADDRESS BRINGS YOU A 1/8 LB. STICK ANYWHERE IN THE DOMINION.



THE
British Aluminium Co.
of London, England Limited
60 W. FRONT ST., TORONTO

Eastern Agents: Spielmann Agencies, Montreal.
Western Agents: Engineering and General Supply Co.,
Winnipeg.

Made in Canada

Superiority

Moore's House Colors

Pure linseed oil paints which have achieved a reputation for durability, covering capacity and permanency of color wherever they have been used. The color range is complete, and the price to you offers an inducement.

There's a lot of "good-will" for you in every can or package of Moore's Paints, Finishes or Varnishes you sell—there's also a very good profit. For your customers there's absolute satisfaction, which of course means encouragement to use more paint. Buy them—recommend them—sell them—you can be very sure every ounce of any of the many kinds will do the work intended well.

**We make every possible
line of paint—
all of them leaders**

MURESCO is a profit-producer for the hardware men, for it's a wonder for keeping customers and increasing sales. It's a wall covering without an equal. It's easy to apply, and it has no faults at all in the matter of service. You had better read up on Muresco; it is described in full in our catalogue. Or better still, let us quote you on a trial order.

It is the most popular Canadian-made wall finish. Superior covering capacity. Sanitary and hygienic. Does not rub, crack, peel or blister. Eighteen tints and colors. Five-pound packages, one hundred-pound drums, half-barrels and barrels. Positively the best and most profitable for your customers as well as yourself.

Muresco The Best Wall Finish

Benjamin Moore & Co., Limited
WEST TORONTO

Reliability

Made in Canada

**THE
HOMES
OF
"MAPLE LEAF"
BRANDS**



TRADE-MARK

**WARRANTED PURE
LINSEED OILS**

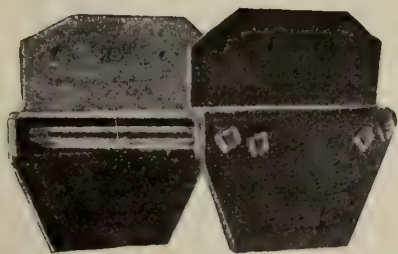
Raw, Olden, VARNISH, Boiled, Pale Boiled, Double Boiled,
Refined, Bleached, Heavy Body Boiled and

SPECIAL OILS TO ORDER.



**THE
CANADA
LINSEED
OIL
MILLS
LIMITED**

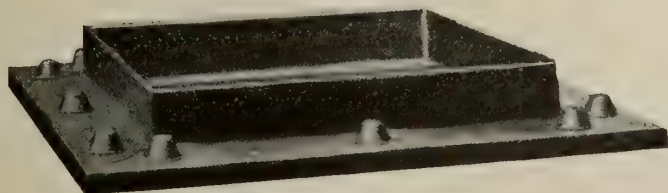
Montreal and Toronto



Post Cap (all sizes)

Western Hardware Dealers!

We can give you both price and service equal, or even better, than can be obtained elsewhere.



Steel Post Base

Our New Warehouse Department

—can make immediate shipment on large and small orders for—

Advantages of dealing with us

Complete Stock.

Our stock is a complete range, enabling us in most cases to ship your order the same day as received. We will arrange, wherever possible, to include your order with carload lots, thus giving you the advantage of lower freight rates.

Prompt Delivery.

We follow each order through to its destination through our own tracing department, insuring delivery of goods as quickly as possible.

Saving.

The advantage of being able to secure your material in exactly the size you want saves you paying freight on waste; also the time and labor otherwise required for alterations.

**Give This New Service
A Trial**

BARS
ANGLES
SPIKES

SHEETS
TEES
TURNBUCKLES

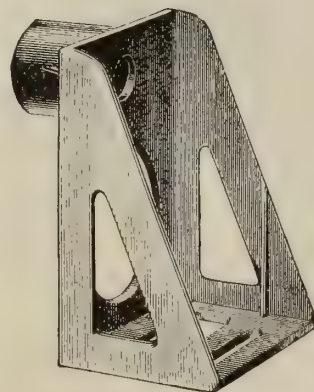
PLATES
BOLTS
RAILS

RIVETS
NUTS
TUBES

**All Stock Orders Shipped Same Day as Received—
Send for Our Monthly Stock List!**



Concrete Block Hanger



Joist Hangers

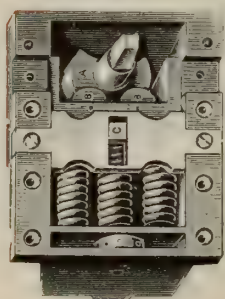
Manitoba Bridge & Iron Works, Limited

WINNIPEG, MAN.

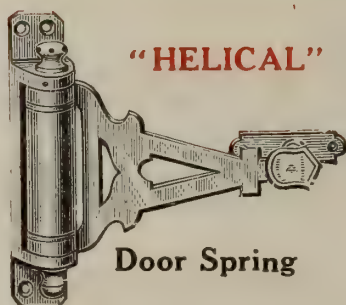


**"RELIANCE" Patent
Automatic Panic
Bolt**

Wm. Newman & Sons Ltd., Birmingham, Manufacturers of all kinds of Door Springs, Spring Hinges, Fanlight Openers, and Door Checks, also Panic Bolts and Latches, Opening Gear, Springs, Builders' Brass and General Foundry.

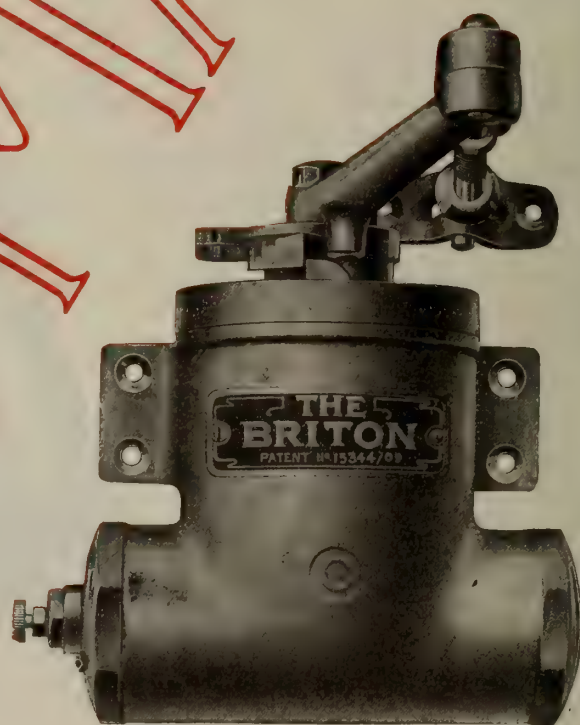


**"INVINCIBLE"
Floor Spring**



"HELICAL"

Door Spring

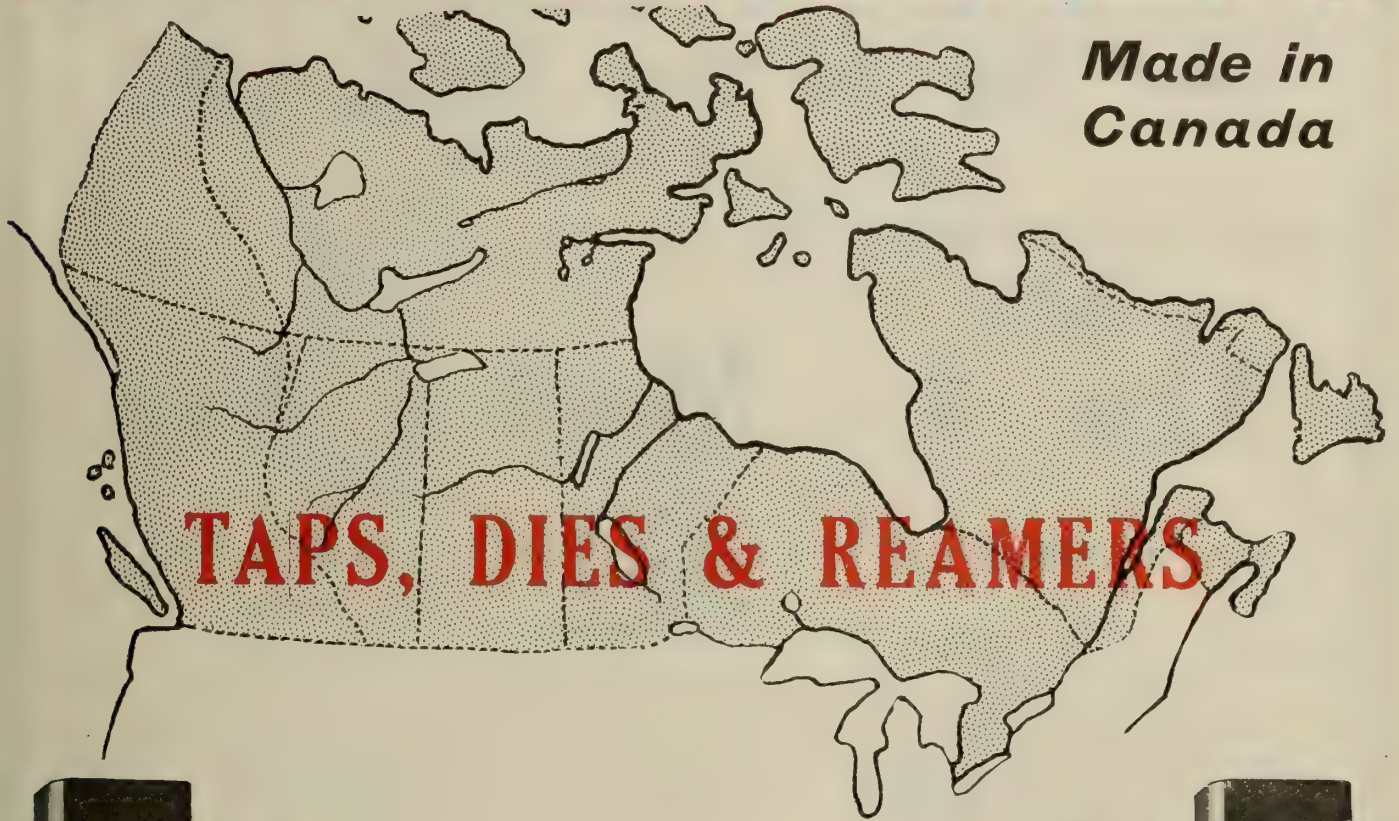


Newmans' lines are absolutely British and absolutely the best of their kind. Some of the more essential and popular lines are here illustrated. Full particulars from

F. SARA & COMPANY, Calgary

BUTTERFIELD

*Made in
Canada*



TAPS, DIES & REAMERS

FROM ACTUAL TESTS

records of which we have in our office, it is evident to us that

BUTTERFIELD TAPS, DIES and REAMERS

must be about perfect in accuracy and uniformity, and it is difficult to improve on perfection. Why look any further? Give these products a trial.

SEND US AN ORDER WHILE
YOU HAVE IT IN YOUR MIND.

Butterfield & Co., Inc.
Rock Island, Que. Derby Line, Vt.



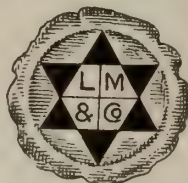
Are You On Our Black List?

IF NOT! WHY?

This List contains the names of the Principal Manufacturers and Dealers in Paints and Varnishes in the Country, who buy their Blacks exclusively from

The L. Martin Co.

1849—



—1915

THIS SEAL ON EVERY PACKAGE.

Originators of the famous Old Standard, Eagle, Pyramid and Globe German-town Brands of Package Lamp Blacks.

Sixty-five years of Experience with Customers all over the World has taught us Some Things in the Black Business which might interest you.

The Guarantee of Public Approval for this period is also Worth Considering. No Bargains—No wild statements—just Steady Reliability, Uniformity and Highest Quality for the Least Price Possible. Not Cheapest at First, but Best at Last.

To be convinced write our office,

81 Fulton Street, New York City

Four Factories—

Philadelphia, Pa.
Johnsonburg, Pa.

Cincinnati, Ohio
London, England

"Why buy the 'Near' Brand when the Best is procurable?"

CANADIAN AGENTS: J. A. TAYLOR, Montreal. JAMES HAYWOOD, Toronto. H. P. PENNOCK & CO., Winnipeg.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE

ONTARIO



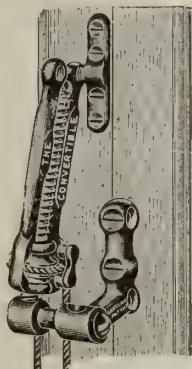
JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office

The "CONVERTIBLE" Patent FANLIGHT OPENER

Simple
Effective
Compact



1796 Iron
3/8 screw ... 4/
1/2 screw ... 6/6
1795 Brass
3/8 screw ... 5/6
1/2 screw ... 8/6
1797 Gun Metal
3/8 screw ... 6/6
1/2 screw ... 10/6
each.

Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL
BRASS FOUNDRY

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable and
Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.
Our new Catalogue, fully illustrated, mailed free on application to
Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto.
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

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To
Hardware and Cutlery
Buyers

I have just been appointed
the sole Canadian agent
for the following well-
known manufacturers:

J. R. Torrey Razor Company,
WORCESTER, MASS.
High-Grade Razors

J. R. Torrey & Company
WORCESTER, MASS.

The celebrated "Torrey" Razor Straps

American Tap & Die Company
GREENFIELD, MASS.

Taps, Dies and Screw Plates

Nichols Brothers
GREENFIELD, MASS.

Knives, Cleavers and Steels

Liveright Brothers
PHILADELPHIA

Manufacturers of "Gold Medal" Files and Rasps

I am in a position to quote you lowest
prices, and to guarantee prompt delivery
of goods made by these high-class firms.
Do not order elsewhere, without giving
me a chance to show you my samples,
and quote prices.

Drop me a line whenever you are in
the market for any of the above lines.

W. M. LEITH

104 Blake Street - - Hamilton, Ont.

The
Best
Clipper on
the Market

**BARTON-
GILLETTE'S
NO 10**

Sells for \$17.50
CLIPPER PLATES

Get our Prices

Each plate packed in
a tin box.

Henderson & Richardson
Board of Trade Bldg.
MONTREAL



To Beat Mail Order Competition

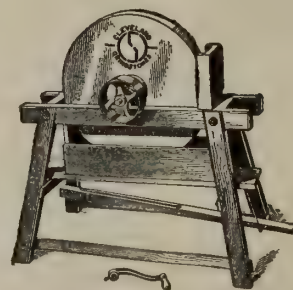
We have found out how, and we have put the secret in a booklet which we will be glad to send you. You can get the business that now goes out of town if you will act on the suggestions this booklet gives. Put in a hurry call for a copy—FREE—and start at once to get all the trade in your community. A mighty strong help in this business-getting will be

CLEVELAND Grindstone

Sold only to Hardware and Implement Dealers

Genuine Berea—the standard stone. Absolutely uniform in grit. Our expert graders, of 50 years' experience, select the right stones for your trade. Fair priced, to allow you a fair profit. Guaranteed to the limit. Quickly delivered to you by our nearby jobber.

THE CLEVELAND STONE CO. Leader-News Bldg., Cleveland, O.



Farmer's Special Stone

It costs more to make a hammock in
INTRICATE DESIGN, TASTEFULLY COLORED,
but it makes them easier to sell,
and that is why

**More Hohlfeld Hammocks
are sold than of any other
make,—**

Because they are easier to sell



Made in the largest and most modern hammock factory in the world, with the best labor-saving machinery. Although better, our facilities enable us to produce them at the price of ordinary hammocks.

Write for circular and full details now.

THE HOHLFELD MANUFACTURING CO.
PHILADELPHIA, PA.

14 Years A Dealer But Finds No Better Fence Than PEERLESS

Read This Letter

Forestville, Ont., Jan. 13, 1913

The Banwell-Hoxie Wire Fence Co.,
Hamilton, Ontario

Dear Sirs:—I have been in the fence business for the last fourteen years putting up fence for farmers and have erected as high as four thousand rods per year. I have put up a good many different makes of fence but can positively say that "The Peerless" has given the best satisfaction taking into consideration even wire, no slack wires, no wires breaking, no wires rusting, and fence holding its tension which keeps the fence tight. "Peerless Fence" that I put up six years ago with posts thirty feet apart is tight and free from rust and does not sag.

Truly yours, E. G. Hooner

He's but one of the thousands of satisfied Peerless dealers—satisfied there's no better, no more profitable, no bigger producer of return orders than Peerless Fencing. His Peerless Fence agency is one of his biggest assets. If you had it you would say the same.

Peerless Farm Fence

is made of Open Hearth steel wire—heavily galvanized in such a thorough manner that it will not flake, chip or peel off. The wires are tough, elastic and springy and will not snap or break under sudden shocks or quick atmospheric changes. The joints are securely held with the "Peerless Lock" which will successfully withstand shocks and strains and yet, it can be erected on the most hilly and uneven ground without buckling, snapping or kinking. We also build a full line of poultry fence, ornamental fence and gates.

We Offer You This Coveted Agency

If you are located in our unassigned territory, we want to offer you the selling rights for this remarkable fencing. We want to add you to our list of satisfied, money making agents. We have a very attractive agency proposition.

Want it? A postal brings it. Write today—now.

Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba
Hamilton, Ontario



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of
Award at

INTERNATIONAL
Expositions.



INCORPORATED 1895

Special Grand
Prize

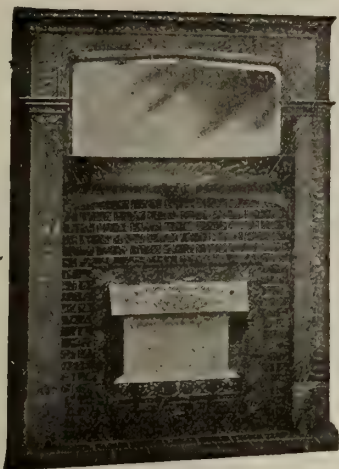
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY,

PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



Did You Ever Buy Fireplace Goods From US?

This is not merely a side-issue with us
It is our Business and we are Specialists
therein. We give you the best there is
in Service and Our Motto is "QUALITY."

WRITE FOR CATALOGUE AND PRICES

The Barton-Netting Co., Ltd.
9 and 11 Pitt St. East, Windsor, Ont.



Why not sell soles?



Star Brand SOLES

*Best in the
long "walk"*

Star Brand soles are
made from our own
leather and we guar-
antee them to outwear
all others.

And they leave a good
margin for profit.

If your Jobber cannot
supply you, we'll ship
your order quickly.



BEARDMORE & CO.
Toronto TANNERS Montreal

They go well with Cobblers' Outfits!

Pumps that Carry Good Will

Dealers that sell McDougall's "Are-
macdee" Hand or Motor Metal Force or
Lift Pumps give their customers lasting
satisfaction.

Every pump sold
stays sold—gives the
dealer no trouble.

They are metal —
hand fitted valves —
air-tight — strong —
lasting.

The big catalogue
tells you exactly what
the line is—get it for the asking.

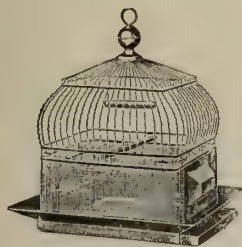


WRITE

The R. McDougall Co.,
LIMITED
GALT, CANADA

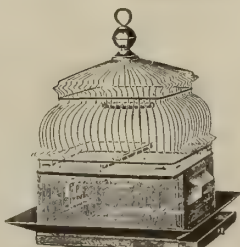
"HENDRYX"

A Word for Quality



No. 440

In the building
of bird cages
"HENDRYX" leads
—o e manufac-
turers follow.
The best spring
brass wire is used.



No. 445

Giving unequalled
strength, firmness,
and lightness.
Self-closing and
fastening doors on
all our brass cages.



No. 6040 G

The Andrew B. Hendryx Co.

New Haven, Conn., U.S.A.



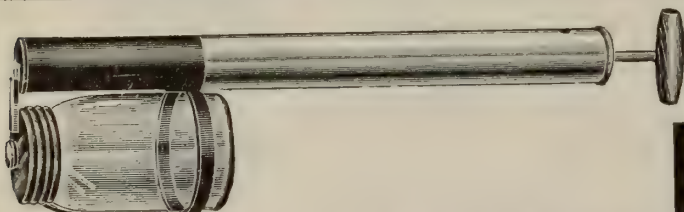
High Quality TOOLS

that you'll find
very profitable

A complete assortment of
Beveled Edge Shank and
Socket Chisels, Pattern
Makers' Chisels and
Gouges, and Handled
Turning Tools.

Write for catalog and full
particulars.

Buck Brothers
Milbury, Mass., U.S.A.



GOOD PROFIT FOR YOU IN SELLING Collins Sprayers

We make sprayers for spraying fruit,
flowers and vegetables, also for white-
washing. They are strongly made, with
a neat appearance. Our compressed air
sprayer has a new valve and nozzle which
makes it the best sprayer of its kind on
the market. Write for prices of these
low-priced quality sprayers that are made
in Canada by Canadian workmen.

Every Sprayer Guaranteed

For sale by all jobbers. Made only by

The Collins Mfg. Co.
415 Symington Ave., Toronto, Ont.



FLY SCREEN WIRE CLOTH IN BLACK, BRONZE & GALVANIZED.

SAFETY FIRST

The Season for Fireplace Fix-
tures and Spark Guards is now
on. Have you a supply of
stock sizes?

Inquiries Solicited

Canada Wire & Iron
Goods Co.
Hamilton, Ont.

See That
THIS MARK
OF HIGH QUALITY
Is On Every
Roll



GLASS

of
every description
for building purposes

*Sheet, Plate, Figured
Leaded, Mirrors*

A trial will convince you that our
quality, prices and service are a triple
combination hard to beat.

**The Consolidated Plate Glass
Company of Canada, Ltd.**

241 Spadina Ave., Toronto.
30 St. Sulpice St., Montreal.
375 Balmoral St., Winnipeg.

Dealers—Handle this Fence

YOUR success in the sale of fencing does not depend so much on your sales ability as on the fencing you sell. It's fence service—not price—that brings you customers. Ours is a fence of service—a fence of repeat orders. We have letters from dealers all over the Dominion substantiating these statements.

Peerless Ornamental Fencing

not only protects, but beautifies property as well. Every stay is made of strong, stiff wire that will not sag. Our fencing is made from galvanized wire and in addition, is given a coating of zinc enamel paint, thus forming the best possible insurance against rust. Peerless fence is easy to erect and will hold its shape for years to come. We also build a full line of ornamental gates.

Send for Dealers' Proposition

Get our literature showing many beautiful designs for lawns, parks, cemeteries, etc. Also ask about our farm fencing and gates.

The Banwell-Hoxie Wire Fence Company, Ltd.

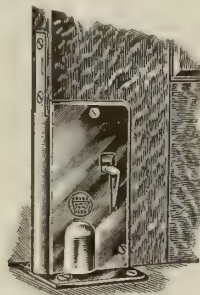
Winnipeg, Man. Hamilton, Ont.



CHICAGO SPRING BUTTS

TRADE BUILDING

distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The **EXCLUSIVE FEATURE** of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO



NEW YORK



"SUN"

Gasoline Lamps are ready sellers and with liberal margin.

Safe, convenient, clean, odorless, economical—satisfactory the world over for years. Truly

"The Sun Outshines Them All"

"SUN" Stand Lamp
No. 343.
Over 100 snappy
styles of fixtures.

in **SALES** as well as
"SUN" light.

"SUN" Brass Blow Pipe
for Plumbers, Painters
and Electricians.

IT LASTS

And Does The Work.

Made of best brass.

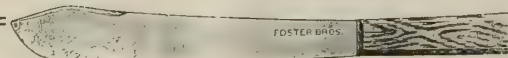
Send for Catalog and
Trade Discount.



"SUN" Brass
Blow Pipe is
what they all
want.

SUN LIGHT COMPANY

1525 Market Street, Canton, O., U.S.A.



Long years of experience in manufacturing up-to-date cutlery has placed the name of Foster Bros. as the "Seal of satisfaction" on every piece of cutlery we sell. Every safeguard has been provided to insure long life to our products, great care has been exercised in their making and their finish is extra fine.

We offer a complete line of butcher knives, cleavers and steels. All hand-forged double shear steel, hand-ground and tempered in a manner that has made them world-wide for their wonderful cutting qualities.

No brand of cutlery is more favorably known today. It has been on the market for 25 years. Our cutlery is carefully inspected before leaving the factory, and is guaranteed to give satisfaction and to be the highest quality it is possible to produce.

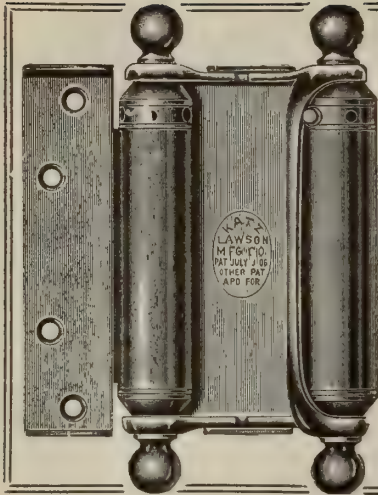
**Do you carry them? If not, ask your
Jobber for particulars or write for
descriptive catalogue.**

JOHN CHATILLON & SONS

85 Cliff St.

New York City

Scale Makers Since 1835



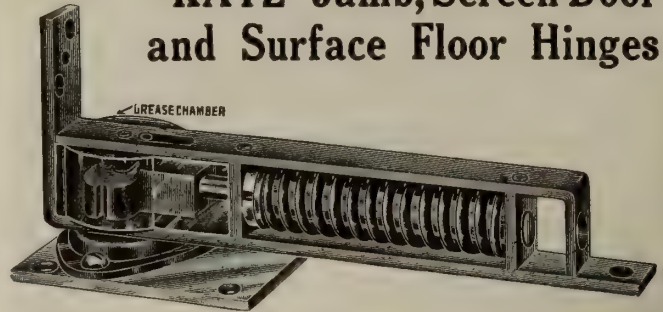
Reg. U. S. Patent Office.

Satisfy the most exacting requirements of the Architects and Builders—anywhere. Write for Catalogue.

LAWSON MFG. CO.
CHICAGO
215 W. Huron St.

WHO CAN BEAT THEM?

"KATZ" Jamb, Screen Door and Surface Floor Hinges



NEW "PURITAN" REFRIGERATOR

for
1915

A GOOD, SUBSTANTIAL, WELL-MADE REFRIGERATOR, AT A MODERATE PRICE — MADE ESPECIALLY TO MEET PRESENT CONDITIONS OF MONEY SCARCITY.

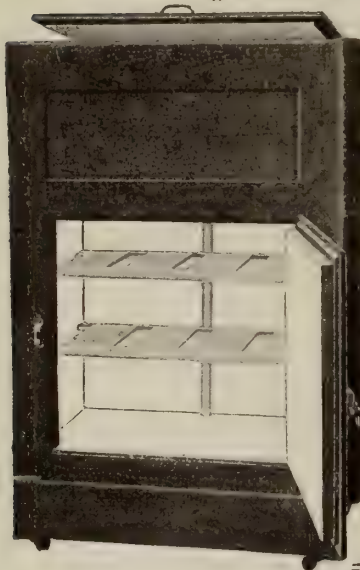
Description.

Made of hardwood.
Golden finish.
Well insulated.
Perfect circulation.
Removable parts.
Swing base board.
Bronze or Polished Roman gold trimming.

Fully guaranteed.

WRITE FOR FULL PARTICULARS.

THE SANDERSON-HAROLD COMPANY, LIMITED
PARIS, CANADA



Boost Goods made in Canada
Keep Canadian Labor employed
You can help by insisting on
having

Still's Handles

in your next handle order. You will find them superior in quality and finish.

WRITE FOR PRICES

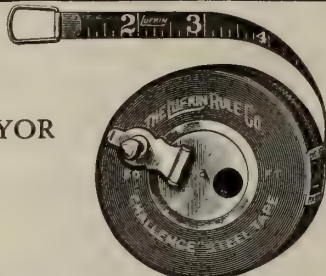
J. H. Still Mfg. Co.,
LIMITED
ST. THOMAS, ONTARIO, CANADA

When it comes to

Measuring Tapes and Rules

ENGINEER, MECHANIC and SURVEYOR are looking for the trade-mark

LUFKIN



SOLD BY ALL
JOBBER

MADE IN CANADA BY CANADIAN LABOR

Get Cat. No. 9

The fact that

LUFKIN

Measuring Tapes and Rules

are RIGHT has been their experience or they have been educated up to it by their associates.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

ESTABLISHED A. D. 1830

Do You Sell These JOHNSON Garden Tools ?

A GOOD VARIETY OF STYLES

ONLY ONE QUALITY—THE BEST



No. 215—A Leader.
Finished in Blue Enamel.



No. 2120—Socket—Long Handle.
Blade Polished and Enameled Red.



No. 213—Riveted Shank
Bright Finish.

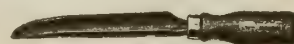
Handsomest and Best Made Implements on the Market. THEY SELL ON SIGHT.



No. 211—Forged Steel.
Strongest Trowel Made
Fine Finish



No. 2500—Asparagus Knife.
Forged—Hardened Edge, Fine Finish



No. 217—Transplanter.
A Most Handy Implement.

Manufactured by **William Johnson, Hedenberg Works, Newark, N. J.**

WRITE TO DAY FOR BOOKLET SHOWING 17 STYLES

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by
Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co., Ltd.

St. Catharines, Ont.

"Made in Canada"

Brooms of Quality

to introduce our

CANADA LINE

Please note the following **SPECIAL PRICES**—
Sample order solicited:

Fine Polished Colored Handles

No. 1 Canada, 5 String - - \$4.50

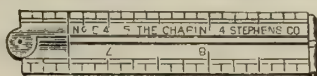
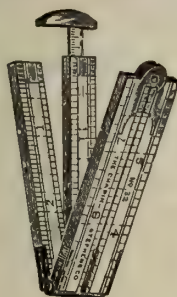
No. 2 Canada, 4 String - - \$4.00

No. 3 Canada, 4 String - - \$3.75

6 Dozen lots and up delivered—Ontario

WALTER WOODS & CO.

Hamilton



Rules

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

CROWBARS

No. 102-A—CHISEL POINT



We offer you bars made of High Carbon Steel at the same price as
you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL



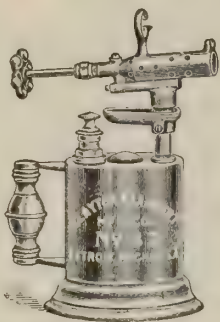
THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave
a smooth hole and a clean surface. That's performance. **THEY DIFFER**
FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD
OF THE CENTER. That's scientific construction. They bore any arc of a
circle and can be guided in any direction. That's adaptability.

Made for Brace—made for machine. Packed singly—packed in sets. That's
convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers
and others. That's why you should sell them. Order through your jobber to-day.



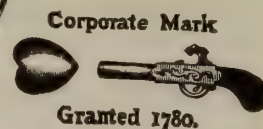
No. 32
Torch

DURABILITY IS IMPORTANT

in the construction of Fire Pots and Torches. For more than twenty-seven years we have been making Fire Pots and Torches for gasoline and kerosene, but we have never experimented at the expense of the user. Our stock is constructed of the best materials, by expert skilled labor, and C. & L. Fire Pots and Torches will outlast two or three of the ordinary kind. Our burners are made of special generator metal, producing more heat with less fuel expense. All leading jobbers will supply at factory price. Send for catalog—it's free.

Clayton & Lambert Mfg. Co.
DETROIT, MICH., U.S.A.

For sale by
Leading
Wholesale
Houses.



Jonathan Crookes & Son
Sheffield, Eng'and
SUPREME CUTLERY



JOSEPH RODGERS & SONS[®] SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact
mark is on each blade.



SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

The Genuine MYERS Dollar Sewing Awl



Needles in
the Hollow
handle
Screw top

See that Thread Reel under the finger tips.

THIS PRINCIPLE IS RIGHT.

JUST OUT NEW.

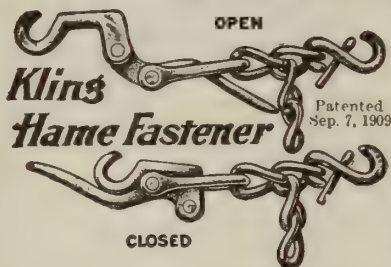
Convenient counter display box, and show-card in three colors. Actual size of box 10% x 4% x 1%. One box with every 1/2 doz. awls. Shipping weight 2 lbs.

Ask for 1914 catalogue and wholesale prices.

C. A. MYERS CO., Inc., Sole Owners and Manufacturers,
6374 University Avenue, CHICAGO, ILL., U. S. A.

Canadian distributors: Merrick-Anderson Co., Winnipeg, Man., Canada; A. Prud'homme & Fils, Limited, 10 Rue de Bresloles, Montreal, Canada; The Hobbs Hardware Co., Ltd., London, Ont., Canada; Marshall-Wells Co., Ltd., Winnipeg, Man., Can.

MADE IN CANADA



Like the British Navy, there is no getting away from it. Always ready for instant use. On or off in a jiffy. Holds like grim death. So simple a child can fasten it. Keeps the hames always uniformly tight. Safe and Strong. A fast seller, with a big profit for the dealer.

All Jobbers should or do sell it. \$2.25 per dozen.

D. C. ROSS & COMPANY

56 Colborne Street

Toronto, Ontario

SALES AGENTS



Gardner Ladders

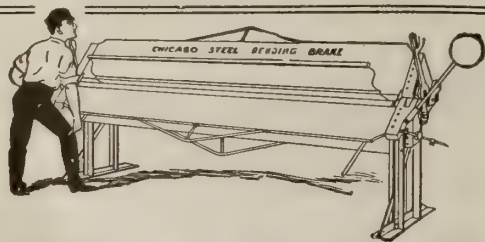
are the best value—get our circular explaining why and giving price. Also made with pail shelf and bolts.

We also make Tub Stands, Curtain Stretchers, Ironing Boards, Clothes Bars, Hand Corn Planters, etc.

OTTERVILLE MFG. CO.

Limited

Otterville, Ont.



CHICAGO STEEL BENDING BRAKES

(Made in all sizes)

If you are in the market for a Bending Brake, apply to us for catalogue and price list.

There is no use trying to get along with antiquated tools. To be successful, you must be up-to-date.

The Steel Brakes do the largest variety of work with accurate results.

THE McCLARY MFG. CO., C. E. Main, Manager

The Steel Bending Brake Works Ltd., Chatham, Ont

ARCTIC METAL

A babbitt of quality


For
Heavy
Pressure




For
High
Speed

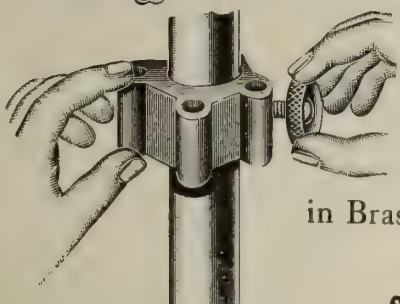
Always reliable. Stocked by hardware dealers.

Tallman Brass & Metal Co.
HAMILTON, ONT.



WILLIAMS BROS. & PIGGOTT, LTD.
Small Heath, BIRMINGHAM





Patent Grip-Tight Socket

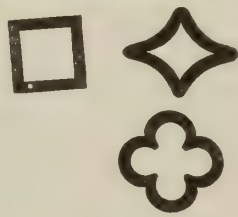
Specialists in TUBES

Seamless, Brazed
Iron-cased Mould-
ings, Beadings, Rolled Metals
in Brass, Copper, German Silver, and other Metals.

GENERAL BRASSFOUNDERS
SHOP WINDOW FITTINGS MANUFACTURERS

Canadian Agent, EDWARD WILSON, 2095 Esplanade Ave., Montreal

Over 1000
different sections



TRADE MARK



"NORCROSS" QUALITY
Guarantees Satisfaction

Mr. Dealer: Here's a line of Cultivator-hoes that you can bank on. A trifle higher in price than imitations, but cheapest in the end—for because of their excellent Quality—fine Finish, and Special Patented features, they enthuse and satisfy your customers—which means profitable and lasting sales.

By means of our Patented Detachable Ferrule and Universal Connection, our 5-prong will attach to Standard Wheel Plows, an exclusive "Norcross" Feature. (See cut.)



Get our 16-page interesting Cultivator Booklet.

A Postal will bring it, with address of nearest Canadian Jobber.

C. S. NORCROSS & SONS, Sole Mfrs.
BUSHNELL, ILL., U.S.A.

Bruce Agricultural Works

Builders of

<p>PLOWS</p> <p>WAGGONS</p> <p>TURNIP</p> <p>SEEDERS</p> <p>PULPERS</p> <p>SCUFFLERS</p>	<p>WATER</p> <p>SYSTEMS</p> <p>FOR</p> <p>STABLES</p> <p>AND</p> <p>HOUSES</p>
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Machine Repairing

Automobile Garage and Carriage

Painting and Oils

Write for Full Particulars and Prices

Olheiser & Semple

TEESWATER, ONT.



IMPORTERS AND DEALERS IN

Plate, Sheet, and all Kinds of Glass

for building purposes

Manufacturers of Mirrors and Art Glass. Show Cases and Fixtures

Satisfaction and prompt service guaranteed

Excelsior Plate Glass Company, Limited

189-91 Queen St. E., TORONTO

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

SPOONER'S No Hot Boxes
NON-FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.



Hardwaremen, sell the Skating Rink in your town a J & R Rink Scraper, which cleans off snow, ice and slush. Write for circular.

James & Reid
Sole Manufacturers
Perth, Ont.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burra, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates

STEEL STAMPS
LETTERS FIGURES
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

FIRE BRICK & FIRE CLAY
BEST PENNSYLVANIA QUALITY
No Order To Small To Receive Our Best Attention
ELK FIRE BRICK CO., OF CANADA LIMITED
HAMILTON, CANADA



PUMPS
ALL KINDS
HAY TOOLS
BARN DOOR
HANGERS

For upwards of forty years have maintained their reputation and supremacy as a standard line of implements, widely advertised and known to the dealer and consumer alike as the best and—backed by the name MYERS as a guarantee of durability, reliability and serviceability. WRITE.

F. E. Myers & Bro., Ashland, Ohio
J. H. ASHDOWN HARDWARE CO., Ltd.
Winnipeg, Calgary and Branches

KINDLY MENTION
THIS PAPER WHEN
WRITING ADVERTISERS

Big Profit and Satisfaction
in Selling



"AYLMER"
Force Pumps

They are certain to sell easily because it has several advantages over the ordinary style.

Has longer stroke, more power, and works easier.

While designed for hand use it can be readily converted into a Windmill Pump by the addition of a flat bar, which screws into the cross head at top.

It will be to your interest to write for full particulars now.

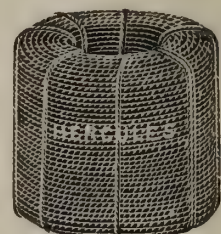
Aylmer Pump and Scale Company, Limited
Aylmer, Ont., Canada

A want ad. in this paper will
bring replies from all
parts of Canada.

SEYMOUR SHEARS
have been the Standard for over eighty years
TAILOR SHEARS
TRIMMERS
BANKER SHEARS
BARBER SHEARS
LADIES' SCISSORS
TINNER SNIPS
Catalog illustrating full line of Seymour Shears gladly sent on request.
Selling Agents, **WIEBUSCH & HILGER, Limited, New York**
A. MacFARLANE & CO., Montreal
Canadian Agents.

BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED. OWEN SOUND.

SASH CORD
THE BEST MADE



Star Brand Cotton Rope.
Star Brand Cotton Clothes Line.
Star Brand Cotton Twine.

Wholesale Dealers Sell Them

35 Years' Experience in metal mixing Behind This Babbitt

OUR MIXED METAL
SALES
AMOUNT
TO OVER
5,000,000
DOLLARS
ANNUALLY

Also Behind
Our
BAR SOLDER
WIRE SOLDER
LEAD PIPE
BAR LEAD
TRAPS, BENDS,
LEAD, COPPER, TIN
AND ANTIMONY

For high-speed machinery and engine work, Frost King Babbitt Metal is, we believe, without an equal. It is especially designed for Saw Mills, Planing Mills, Threshing Machines, Traction Engines, Pumps, Rolling Mills, and Pulp Machinery, and all classes of STATIONARY Engines.

35 years' experience in selecting and compounding of stock means that our products are of *very high quality*, and that they will completely satisfy.

Hoyt Metal Co., Toronto, Ont.

New York, N. Y.
London, Eng.
St. Louis, Mo.



HOUSECLEANING TIME IS **RONUK** TIME

Your customers can use Ronuk for cleaning and renovating floors, furniture, woodwork, linoleum, cork-carpet, tiling, leather, auto-bodies, many more uses than the ordinary "floor wax."

Special newspaper advertising will run to increase the consumer demand and attractive window displays and show cards supplied to help sales. Altogether we're going to make it a great Ronuk Season.

Can we send you a window show?

How is your stock?

RONUK LIMITED, 53 Yonge Street, TORONTO, ONTARIO

File Pre-eminence

Customers can feel the superiority of the Delta cut the instant the Delta's put on the job—and they can see it in length of efficiency.

You can easily command the file trade in your locality with such consistency of merit in your file department.

Delta Files

are made of crucible steel (the only files from 3 to 24 inches made absolutely of this material). This, in conjunction with half a century's experience in file tempering and cutting is responsible for Delta superiority.

A shape and size for every need. Our trade-mark (which is on every tang) is a satisfaction or money back guarantee.

Order from your jobber: if he cannot supply you, write us.



DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg
ALL LEADING JOBBERS



The "CANNON OILER" SELLS ON SIGHT

BECAUSE IT MEETS A LONG-FELT DEMAND for an oiler in which oil is entirely controlled by the operator in whatever position the can may be held.

BECAUSE IT IS QUICK—no waiting for oil to slowly trickle out, as it is forced out by simply pressing on the plunger.

BECAUSE IT IS CONVENIENT—can be held in an easy, natural position, thereby enabling the operator to hold the nozzle in the proper place for oiling the bearings.

BECAUSE IT IS ECONOMICAL—not a drop of oil need be wasted, as the flow of oil ceases the instant the pressure on the plunger stops.

One sale invariably leads to many others.



R. E. Bloomer

Keithsburg, Illinois

The

CONDENSED AD.

PAGE

WILL INTEREST YOU

NICKEL

SHOT—High and Low Carbon
INGOTS—Two Sizes
25 lb., 50 lb.

Electrolytic Nickel 99.80 %

Prime Metals for the manufacture of Nickel Steel, German Silver, Anodes, and all remelting purposes. Our Nickel is produced as rods, sheets, strip stock and wire.

MONOMETAL

We are Sole Refiners of this natural, stronger than steel, non-corrosible alloy. Produced as rods, flats, castings, sheets, strip stock and wire. Ask for descriptive booklet.

Send inquiries direct to us.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place, New York.

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Oakey's

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKLEY & SONS, Limited
Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

A SMALL INVESTMENT WILL PRODUCE LARGE PROFITS



A Canadian Product.
None Better.

The Progressive Hardware Merchant of Canada to-day wants to handle lines that produce good profits on their investment. Hundreds have found such an article in—

HAMILTON VITRIFIED SEWER PIPE.

This is surely a line of goods that can be handled with the minimum of investment and will undoubtedly produce big returns. We have as our regular customers many of the best Hardwaremen in Canada—we will gladly tell you their names and they will tell you their experience. We are one of the largest companies in the business, and can give you unexcelled service. May we have the privilege of doing so?

The Hamilton and Toronto Sewer Pipe Company, Limited

Hamilton and Toronto

- Canada

Your Prosperity for 1915 will be Materially Increased if You
Will Only Handle

Vitrified, Salt-Glazed Sewer Pipe

Big Profits—Quick Shipment—Are You Interested?

The Toronto Sewer Pipe Company

Dominion Bank Building, Toronto

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use

A Hardware and Metal Want Ad.

It should find for you among
the thousands of Canadian
hardwaremen **AT LEAST**
ONE individual who is vitally
interested in your proposition.

HARDWARE AND METAL reaches the
retailer, the wholesaler, the manufacturer
the clerk and the traveller, the
men to whom you wish to sell or from
whom you would buy.

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number
if desired.

Hardware and Metal

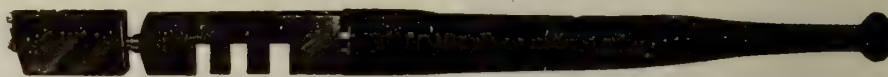
MONTREAL TORONTO WINNIPEG

Advertising

"Advertising is the education
of the public as to who you are,
where you are, and what you
have to offer in the way of
skill, talent or commodity. The
only man who should not
advertise is the man who has
nothing to offer the world in
the way of commodity or service."
—*Elbert Hubbard.*

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

Agents: **A. RAMSAY & SON COMPANY, Montreal.**



FORD MASTER VIBRATOR

The "American Master" differs from all others.
Takes place of switch on coil box. No lock required.
Dealers, write for prices.

GEO. W. MacNEILL CO., 85 Richmond Street W.
Exclusive Factory Agent **TORONTO**



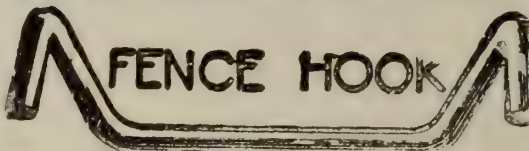
The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by
A. SHAW & SON, London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on
Wire Fences



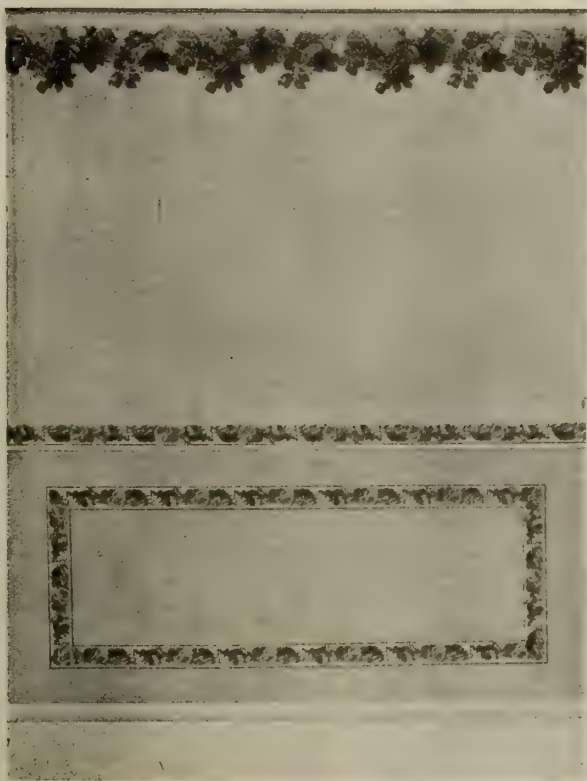
WIRE NAILS, COILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED WIRE,
CLOTHES LINE WIRE, STAPLES,
ETC.

The Western Wire and Nail Co., Limited,

London, Ont.

TWO CENTS PER WORD

You can talk across the continent for two cents per
word with a **WANT** ad. in this paper.



Staunton Ready-Cut frieze, No. 4790, is hung over a pretty stripe, No. 1790, which is shown in flat and embossed finishes in a large range of useful shades. Two bands of the trimmer, which is here used both for dado and base-trimmer, come with the frieze. From the new Staunton Line for 1915.

WALL PAPERS

For the Hardware Merchant

The quick-selling kind that are in every-day demand are best suited for his needs.

Our Made-in-Canada Wall Papers

are particularly strong in this class of patterns, and make friends a-plenty and handsome profits for the Dealer who handles them.

We are sole manufacturers of "Ready-Cut" Borders, which, by a new mechanical process, come cut out ready to hang.

An enquiry addressed to "Dept. D" will bring full information to the present and prospective Wall Paper Dealer.

Stauntons Limited

Wall Paper Manufacturers
TORONTO

The Bowser Wire Cloth Display Rack

will give you a neat, convenient place to keep your wire cloth, where it is out of the way, yet easy to see and easy to get at.

IT DOES AWAY WITH AWKWARDNESS IN UNROLLING, SAVES MUCH TIME, DIS-

PLAYS THE STOCK INSTANTLY IN A VERY ATTRACTIVE AND EFFECTIVE MANNER.

Let us put you in touch with some users—they'll tell you how valuable this system of wire cloth display really is.

Get down your request for full particulars now.



R. M. BOWSER & SON, Renfrew, Pa.

Handle your Oils and Gasoline with the Wayne Pump

IT PREVENTS WASTE DUE TO EVAPORATION, LEAKAGE AND SPILLING AND MAKES THESE GOODS MORE PROFITABLE.

It saves time and labor, as there is no constant filling and handling of measuring cups, and does away with dust and unpleasantness.

Throws a pint, quart, half-gallon or gallon, and measures exactly.

Works easily, and when not in use can be securely locked. Gears are completely housed. All parts accurately machined and thoroughly tested, and are interchangeable.

If you are interested in a clean, safe, money-saving way of handling oils and gasolines, jot down a line for full particulars on the Wayne System NOW.

THE WAYNE OIL TANK AND PUMP COMPANY
WOODSTOCK, ONT.





Make Your Local Advertising Pull Good Business

One of the best means at your disposal, for stirring up business, is intelligent advertising in your local newspapers. Have you felt the need of small cuts to put life and selling power into your advertisements? No doubt you have, but owing to the cost of cuts required for this, you have been prevented from going more thoroughly into the matter. Hardware and Metal has overcome this difficulty, and will supply you with cuts, at very low cost. They will cost you only fifteen cents each. We have two hundred of them in Hardware and Metal's Electro Service. Send for sample sheets, showing proofs of these valuable little cuts. Then make your selection.

HARDWARE & METAL

143-153 University Avenue, Toronto

Montreal

Winnipeg

Boston

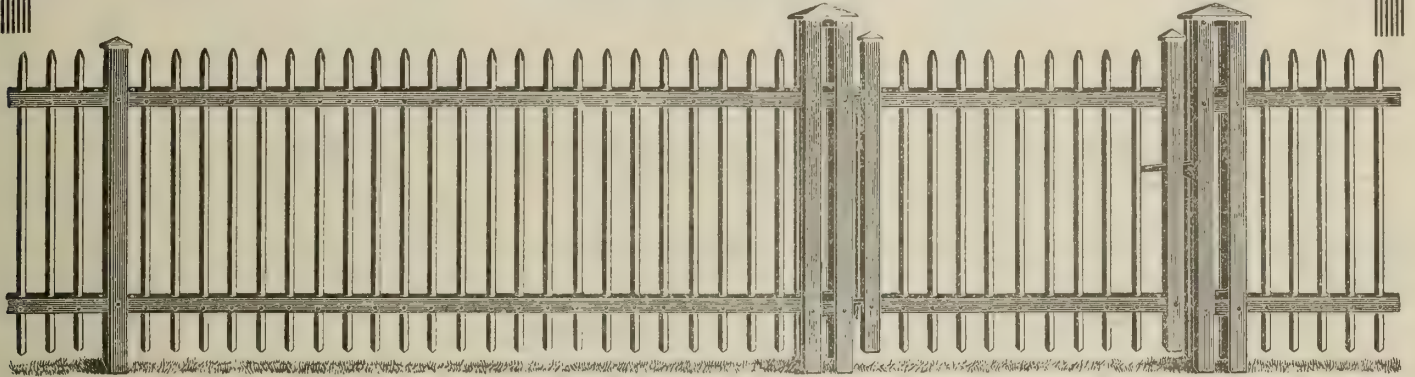
New York

Chicago

London, Eng.

Steel Fence—Mission Design

Strong, Good-Looking and Economical



For enclosing Parks, Cemeteries,
Church-Yards, School-Grounds, Public
Buildings, Farm and Town Lawns.

An ornamental fence of massive appearance at a
much lower cost than ordinary iron fence with round
or square pickets.

All material used is high carbon, stiff, steel angles. Steel in
angle shapes has double the strength of same weight of stock in
ordinary bars or rods. The horizontal rails are 2 in. x 2 in., and
pickets are 3/4 in. x 3/4 in., spaced 4 in. centres.
The fence is stocked in the following heights—36 in., 42 in. and
48 in. Other heights made to order.

Gates correspond in appearance and design with the fence.
The more exclusive and better properties, both in cities and towns,
are now being fenced. There is a big demand for Frost Angle
Picket Fence for farm lawns. No other exterior improvement
can show up to quite as good advantage as ornamental fence.

The special angle construction gives this fence the same
appearance as though built from solid massive bars. The
straight lines are most pleasing to the eye. This line
offers possibilities with the Hardware Trade to
no reasonable limit. Our prices are favor-
able for establishing a substantial
and exclusive trade.

**Estimates
Cheerfully Furnished**

**Our
Service Quick**

Frost Wire Fence Co., Ltd., Hamilton, Ont.

Manitoba Frost Wire Fence Company, Winnipeg, Man.

Galvanized and Black Steel Sheets

Sheet
Copper

Tin
Plate

STOCK OR
IMPORT

Monthly Stock Sheet
mailed upon application.

Fire
Door
Terne
Plate

The Roofers Supply Co., Limited
TORONTO

Handles of All Kinds, Hockey Sticks and Baseball Bats

Excellence of quality and Canadian work-
manship are exemplified in these lines,
and they are from every point of view
entitled to your fullest patron-
age and recommendation.



Made of the very best
materials and in a factory that
has an established reputation for
a fine product.

Sure satisfaction and good profit. Let us hear from you.

St. Marys Wood Specialty Co., Limited
St. Marys, Ontario, Canada

BRANCHES AT WINNIPEG AND MONTREAL

LOOK WELL
SELL WELL
LAST WELL



HERCULES



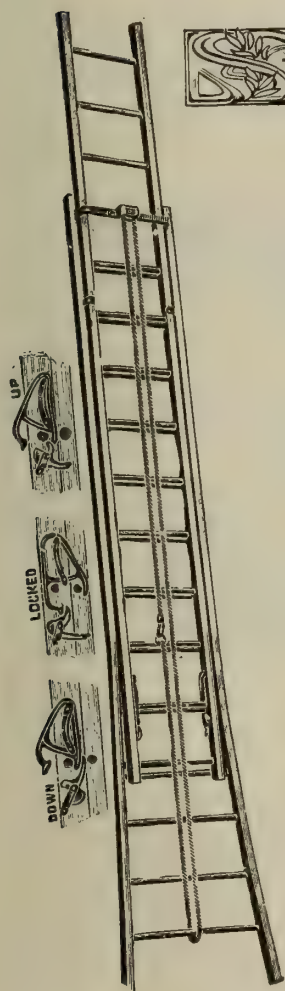
FAULTLESS



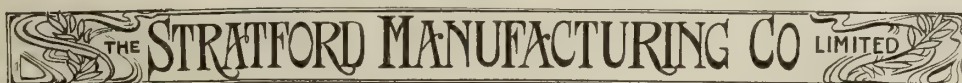
MECHANIC



SHELF LOCK



ROPED EXTENSION
LADDER



STRATFORD, CANADA

Manufacturers of

Quality and Durability

—IN—

**LADDERS, CAMP AND
LAWN FURNISHINGS,
PAINTERS' TRESTLES
AND SCAFFOLDS.**

IRONING AND BAKE BOARDS,
CLOTHES DRYERS, ETC.

*THE ATTRACTIVE APPEAR-
ANCE ASSURES EASY SALES.*

OUR 1915 CATALOG, containing a number
of new lines, IS JUST OFF THE PRESS.
BE SURE TO DROP A CARD FOR A COPY NOW.

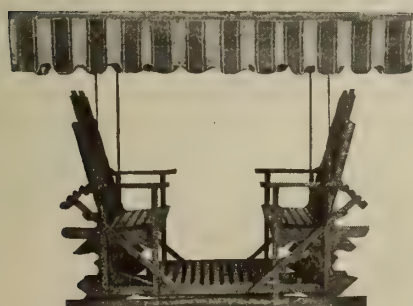
MADE IN CANADA



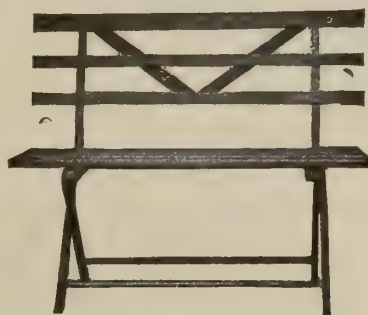
No. 15—CAMP CHAIR



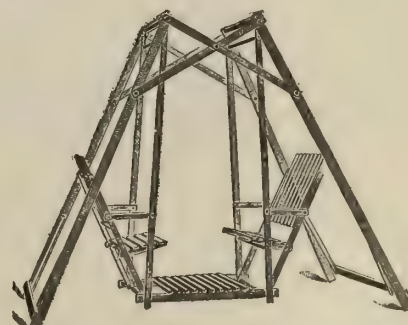
No. 17—LAWN CHAIR



BOYER'S GLIDING SETTEE



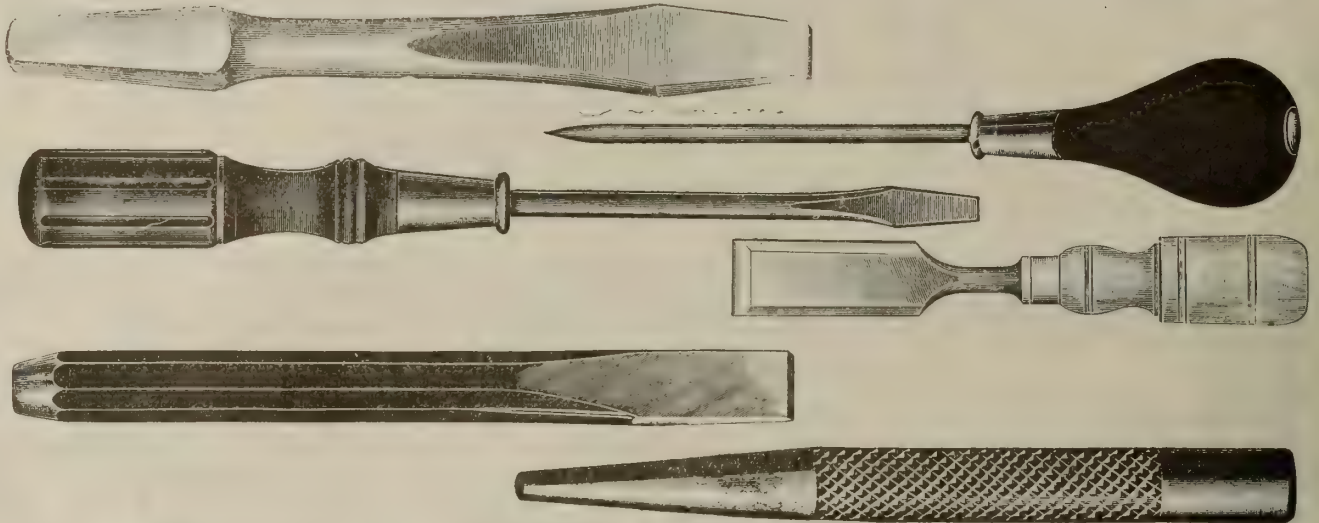
No. 0—GARDEN SEAT



ONTARIO LAWN SWING

QUALITY TOOLS

MADE IN CANADA—SATISFACTION GUARANTEED



SCREW DRIVERS, WOOD CHISELS, ICE PICKS, COLD CHISELS, SCREW DRIVER BITS, ETC.

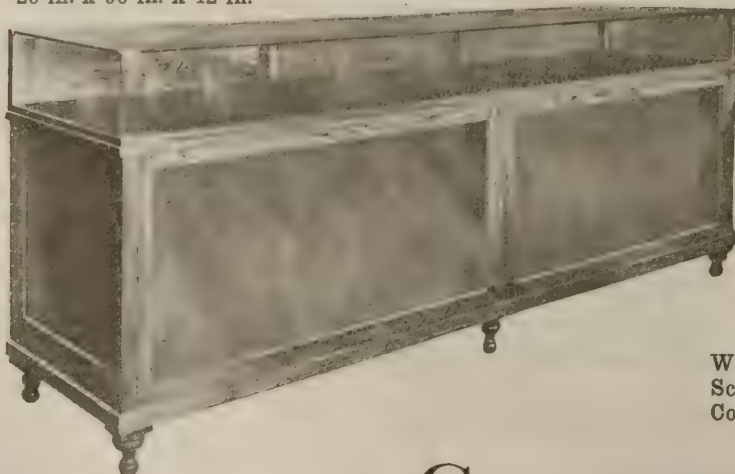
ASK YOUR JOBBER FOR THEM.

QUALITY TOOL CO., 1554 ST. PATRICK STREET,
MONTREAL

This Display Counter

possesses all the advantages of a silent salesman, and in addition there is a splendid space to be fitted up with drawers and shelves as may be desired.

26 in. x 96 in. x 42 in.



There is a display space of 4 inches, lined with green or red felt behind two plate-glass panels, which are removable. The part from the back of the display board, approximately 18 in., is fitted with shelves and three sliding panel doors on metal track and best ball-bearing sheaves. In this shelving space may be stored the stock same as samples, which are displayed behind the glass.

The showcase or upper part has a plate-glass top, sides and ends, which are 8 in. high, giving ample space to show silver plate or fine goods, and is accessible by means of drop doors in the rear.

Weight of counter crated, 500 lbs.
Write for full particulars and price.

We also manufacture Display, Bolt and Screw Cabinets, Wall Cases, Nail Bin Counters, etc.

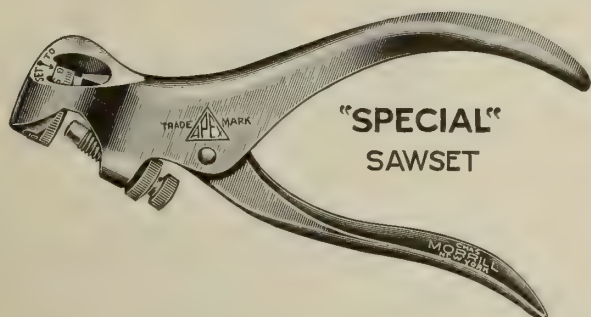
WRITE FOR
CATALOG.

Cameron & Campbell

Sole Manufacturers

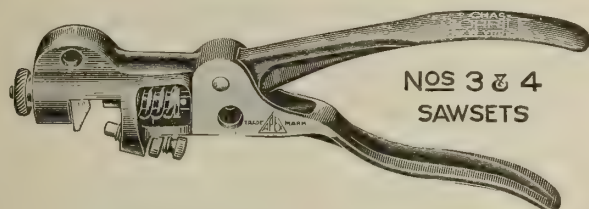
TORONTO, CANADA

A Few of the MORRILL PRODUCTS



**"SPECIAL"
SAWSET**

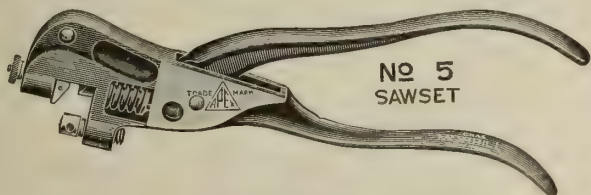
This is the Sawset that is being used to-day by all progressive carpenters. Also any inexperienced person can use it with perfect results. Will set any hand saw not over 16 gauge.



**NOS 3 & 4
SAWSETS**

No. 3. For single-toothed cross-cut and circular saws. 14 to 20 gauge.

No. 4. For double-toothed cross-cut and circular saws. 14 to 20 gauge.

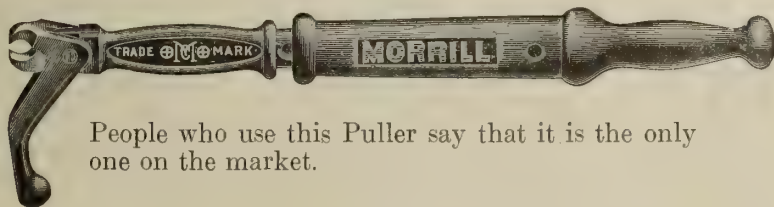


**NO 5
SAWSET**

No. 5. For Timber and Board Saws.
6 to 14 gauge.

Note.—The Special, Nos. 3, 4 and 5 are each packed in a paper carton having printed thereon full directions, uses and warrant and containing a very useful illustrated circular on "How to Joint, Set and File Saws."

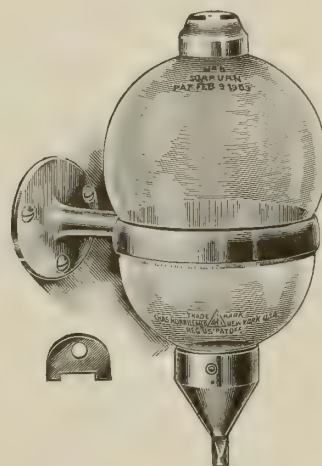
No. 1 Nail Puller



People who use this Puller say that it is the only one on the market.

We have just issued a very interesting catalog with plenty of information for dealers.

Send for a copy.



Liquid soap is more and more used every day. There is a good field for you in supplying liquid soap dispensers.

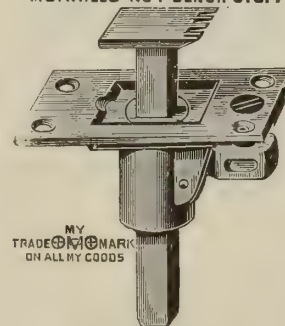
Send for our Soapurn Catalog.

No. 1 Box Opener



Drop forged in one piece has the balance of a hammer with the strength of a claw bar.

MORRILL'S NO 1 BENCH STOP.



This has been the standard for over thirty years with never a complaint.

W. BRUCE MORROW, Toronto, Canadian Sales Agent
CHAS. MORRILL, 94 Lafayette Street, New York

Noonan's Patented Rope Trace

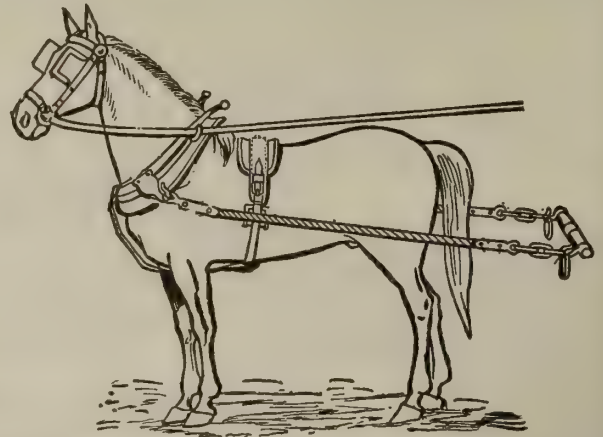
You can make money and friends by handling

NOONAN'S
ROPE
TRACES

Indispensable for Farm work, Lumbering
and Logging

ASK FOR PRICES:

J. P. NOONAN ∴ MOUNT FOREST

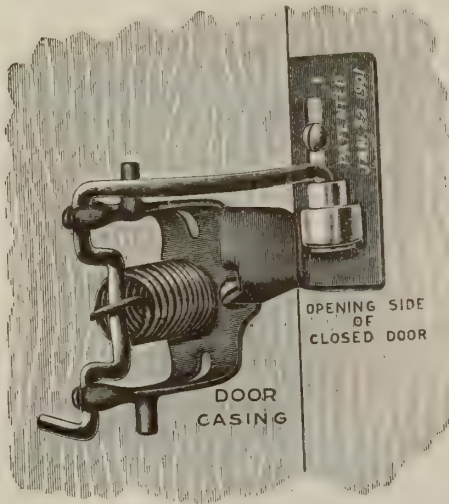


A Word to the Hardware Merchants

Would suggest to all who sell screen door springs to retain the **good patronage** of this class of goods by selling an article that has been well tried.

MADE IN CANADA

Merchants will be pleased with the new price at which



The Mallory screen door spring can now be purchased. Sell this spring and you will be sure to please your customers. For sale by all leading jobbers.

Jobbers Supplied by
G. W. MALLORY
Blenheim, Ont.
and 151 Notre Dame
Ave. East
Winnipeg, Man.:
also the
J. H. Hanson Co.
of 422 St. Paul St.,
Montreal, Que.

You Can Make Money

Selling "PRESTON" Building Goods

Your best customers—the farmers—are the best prospects for metal roofings, sidings, ventilators and the other goods that we manufacture.

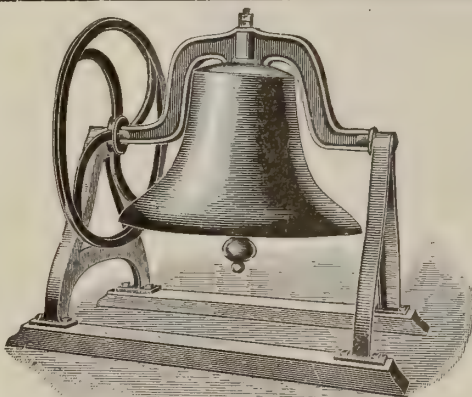
Let us help you to make profitable sales of

PRESTON "SAFE-LOCK" SHINGLES.
ORNAMENTAL SHINGLES AND TILES.
ACORN QUALITY CORRUGATED SHEETS
V-CRIMP ROOFING AND SIDING
LARGE AND SMALL SHEET SIDINGS
BEADED SHEETS
ACME READY ROLL ROOFING
GALVANIZED IRON CORNICES
SKYLIGHTS
FINIALS
CRESTINGS
HERRINGBONE LATH
VENTILATORS
PLAIN AND FANCY RIDGINGS
WINDOW AND DOOR TRIMMINGS
EAVES TROUGH AND CONDUCTOR PIPE
O. K. THIMBLES
GALVANIZED TANKS
STANCHIONS
STOCK WATERING BOWLS
GOTHIC AND LOUIS XIV CLASSIFIED
METAL CEILINGS
CONCRETE REINFORCEMENTS
PLASTER CORNER BEAD
FACTORY SASH
KALAMEN WORK
EVERYTHING IN SHEET METAL FOR
BUILDINGS

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Associated with the A. B. ORMSBY CO., Limited

Preston Montreal Toronto Winnipeg Saskatoon
Regina Calgary and Edmonton



BELLS FOR CHURCH, SCHOOL, FIRE ALARM and FARM USE

THE SUPERIOR QUALITY OF BELL METAL USED IN THE EXETER BELLS GIVE THEM THE VOLUME AND RICH TONE FOR WHICH THEY ARE FAMOUS. Made in sizes from 15" to 48" diameter.

THE ONLY STEEL BELL FACTORY IN CANADA.

This is a very profitable buy, as well as a patriotic one.

Our Complete Line **HARDWARE SPECIALTIES:**

Floor Scrapers, Wheel Barrows, Bag Trucks, Sugar Kettles, Soot Doors, Ventilator Grates, Sash Weights, Floor Waxing Brushes, Cast Iron Stove Bolt Head, Cast Water Trough for Stock Stables, Ornamental Cresting, Pump Spouts and Fittings.

ROAD MACHINERY—The most complete line in Canada.
Road Graders, Wheeled and Drag Scrapers, Road Drags, Etc.

CONCRETE MACHINERY

Cement Block Machines, Cement Brick Machines, Cement Tile Machines, Molds for all classes of Ornamental Work, Concrete Mixer, hand or gas power.

Our quality and price are a combination that builds up trade.

Write us for full particulars and price.

The Exeter Mfg. Co., Limited - Exeter, Ontario

DEAL WITH THE MAN WHO KNOWS THE GOODS HE IS SELLING

The Electrical man specializes in the battery business, therefore, when you seek his advice about guarantees and value, you should secure the most reliable information.

We are out after the battery business in Western Canada.

We handle the "COLUMBIA" Dry Cell, the strongest battery for ignition made. Where long life and strength are necessary, we recommend "THE COLUMBIA MULTIPLE SET."

We also recommend "SOLAR" Storage Batteries for automobiles and launch lighting. Plenty of stock carried in Winnipeg.

We fill your orders with fresh batteries same day as received.

Write us for special battery contract.

THE MAINER ELECTRIC CO., LIMITED

61 ALBERT STREET

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WINNIPEG, MAN.

Everything in Sheet Metal

Estimates given on specifications and special catalogues of any lines mailed free of charge, on request.

AGENTS WANTED

Winnipeg Steel Granary & Culvert Company
LIMITED

Head Office, WINNIPEG, CANADA

Factories at St. Boniface, Manitoba, and Regina, Saskatchewan

The Saskatchewan Glass & Supply Co., Limited

Wholesale Importers and Dealers in

Glass and Building Materials

We carry a stock of the following:

Polished Plate Glass.	Window and Leaded Glass.
Fancy and Wired Glass.	Mirrors and Bevel Plates.
Building Papers.	Plasters, Limes and Cements.
Nails and Sash Pins.	Putty and Glaziers' Points.
Roofings.	Corrugated Iron.
Metal Shingles.	Metal Sidings.
Flue Linings.	Brick.

Selling Agents for

KAWNEER Store Fronts.	HERRINGBONE Metal Lath.
RU-BER-OLD Roofings.	MASTER BUILDERS' Method.
LINOFEELT.	

No order too large or too small. Prompt shipments. Correspondence solicited.

Moose Jaw - - Canada

"HERCULES" Sash Cord

The Well-known Standard Brand

"STAR SPIRAL" Sash Cord

An Extra Quality—Equal to the Best in the World

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers



Are You Cashing-In on British Hero and Belgian Hero Heirloom Spoons?

HUNDREDS of hardware merchants are benefiting by our British Hero and Belgian Hero Heirloom spoon campaign. We are spending thousands of dollars in advertising these spoons, and many thousands of them are being sold every week. This is your great opportunity for cashing-in on this advertising of a very timely flatware proposition, and of attracting new customers to your store, and establishing on a firmer basis your silverware department. If you are not selling British Hero and Belgian Hero Heirloom spoons, write to us at once for our plan of campaign, and the interesting "sale or return" proposition we make to you.

We have issued the first six of the British Hero spoons and the first of the Belgian Hero Heirloom spoons. Hundreds of dealers have benefited by this campaign, and the big sales are yet to come in complete sets of the spoons. It is a good plan to start your customers collecting now, so that you will benefit later on. These spoons are made in Genuine 1881 Rogers' quality, plated 50% heavier than standard, a thoroughly recommendable spoon and retails at the popular price of 25c.

**Read the Story of how British Hero Spoons are Made
in this issue of Hardware and Metal.**

CANADIAN WM. A. ROGERS, LIMITED

570 KING STREET WEST, TORONTO

Branches : WINNIPEG and VANCOUVER

The Latest Thing In Hammock Design

A Sure Big Seller for the Coming Season

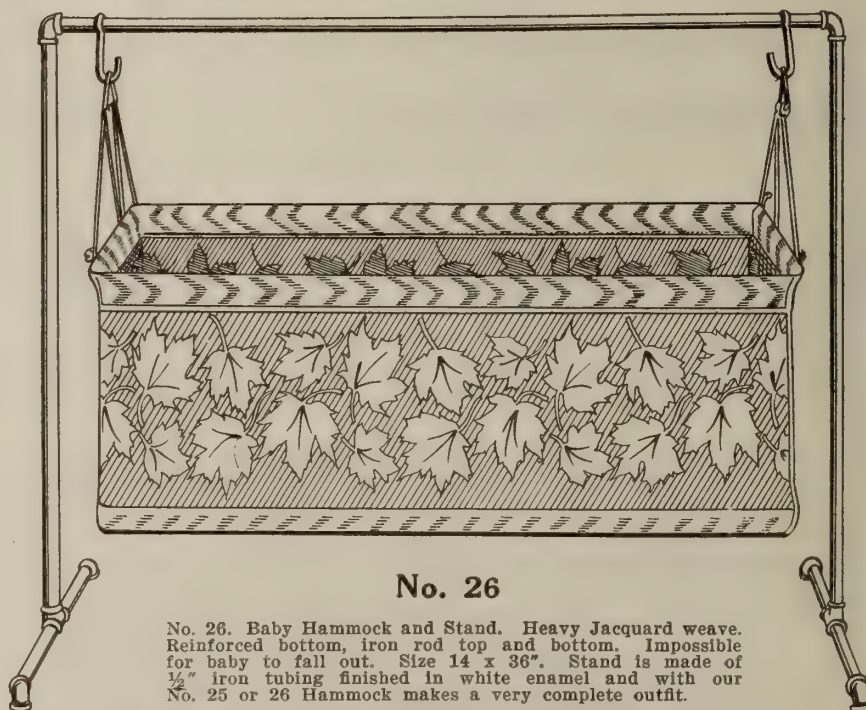


No. 740

It will focus attention on your store and Hammock stock as nothing else could. Place your orders now to assure prompt delivery direct from factory.

— PATRIOTIC HAMMOCKS —

Canadians will live outdoors more than ever this summer. It is a fast-growing habit. We have over 30 designs in all prices for you to select from. Let us send you illustrations and prices of our complete line.



No. 26

No. 26. Baby Hammock and Stand. Heavy Jacquard weave. Reinforced bottom, iron rod top and bottom. Impossible for baby to fall out. Size 14 x 36". Stand is made of 1/2" iron tubing finished in white enamel and with our No. 25 or 26 Hammock makes a very complete outfit.

Prompt Shipment
is assured to
early orders.

The Galt Robe and Hammock Co.
GALT, ONTARIO

Manufacturers of
**GALT
HAMMOCKS**



**WISS
QUAL-
ITY
WINS**

There's a whole lot of difference in shears and this difference is worth looking into.

Some shears **break** very easily.

That's because they're made of too brittle metal—a metal that has been hardened all over in a vain effort to secure a good cutting edge.

Some shears **chew** the cloth or rubber, or paper, instead of biting clean through it.

That's because the blades are badly adjusted, or joined with imitation screws (merely rivets).

Some shears quickly lose their cutting edge.

That's either because the manufacturer uses a metal that secures toughness at the expense of sharpness—or that the blades, being badly balanced and unevenly tempered, nick and notch each other at every cut.

These faults and many others are inseparable from all **cheap** shears and even some of the higher-priced makes.

Only by buying

WISS

“STEELFORGED” SHEARS

can you escape all the ills that shears are heir to.

They don't Break—Because the frame or “spine” of each blade is **forged** from a tough, elastic steel that will stand all the dropping and banging and hard knocks it is possible to inflict.

They Cut Clean—Because onto this tough, elastic frame is welded the finest crucible steel cutting edge—**strength** and **cutting efficiency** combined; because the blades are balanced and adjusted to the thousandth part of an inch with screws.

They Stay Sharp—Because the crucible steel in Wiss Shears gives the finest cutting edge it is possible to produce; because the blades are hardened in cold running water; and because of the perfect matching of blades and painstaking adjustment.

Your trade will gladly pay a little more for Wiss Steelforged Scissors and Shears when you show them how much more they are getting for their money.

We co-operate with you in every way possible to make your scissors-selling bigger and broader.

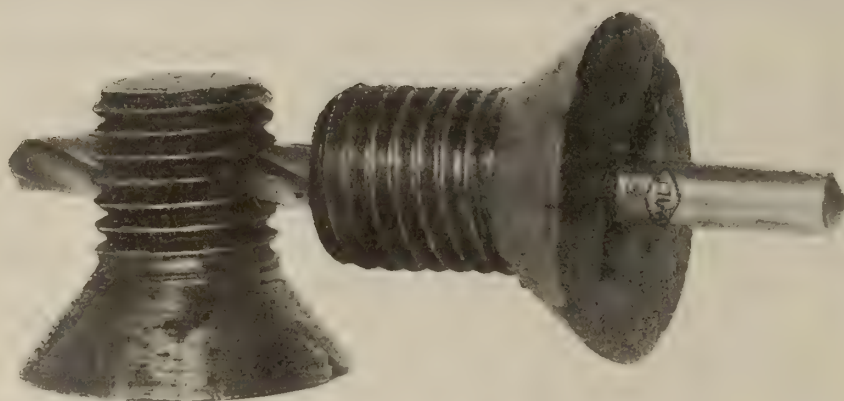
Let us explain this to you. A postal will bring our Representative.

J. WISS & SONS CO.

NEWARK, N.J., U.S.A.

Manufacturers of High-Grade Shears,
Scissors, Razors, Cutlery since 1848

Toronto Office: 193 Spadina Avenue



Burglar (?) Proof

THESE BURGLAR-PROOF SAFE SCREWS

which were made from mixed metal — the toughest metal to drill known to safe makers—made from seven alternate layers of hard steel and soft iron, were drilled with one $\frac{3}{8}$ -inch Wilt Carbon Jobbers Drill, without regrinding the drill.

There are no better drills made.

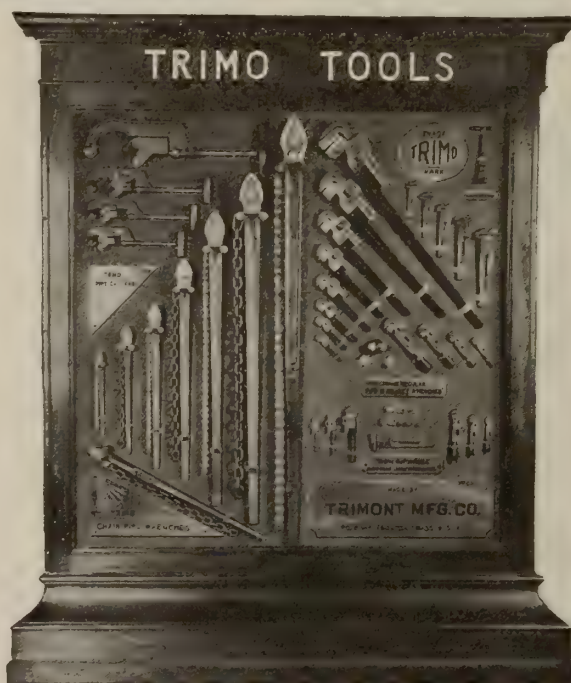
The Wilt Twist Drill Co. of Canada, Limited
WALKERVILLE, ONT., CANADA

Your Customers will demand Drills Made in Canada

WE ARE ILLUSTRATING BELOW OUR

PANAMA EXHIBIT

WILL YOU VISIT
US AT
SAN FRANCISCO?



LOCATION:
BLOCK 26,
AVENUE D,
MANUFACTURERS
BUILDING

SEND FOR CATALOG NO. 150

TRIMONT MFG. CO., 55-71 AMORY STREET **Roxbury (Boston), Mass.**

HEAD OFFICE
18-22 Church Street
TORONTO

BAG AND CANVAS FACTORY, TORONTO
DOMINION WASTE FACTORY, TORONTO

BRANCH
33 Common Street
MONTREAL

SCYTHES & COMPANY

LIMITED

MANUFACTURERS AND JOBBERS

Manufacturers of

JUTE AND COTTON BAGS, TENTS, TARPAULINS, FLAGS

COTTON AND WOOL WASTE AND WIPERS

DUCK

Wide, Sail, Narrow
Wide Ounce
Watertite Cotton
Waterproof Flax
Standard Ounce
Colored Ounce
Woven and Painted
Awning Stripe
Drill and Grey Cottons
Hessian

CORDAGE

Manila, Sisal, Cotton, Italian,
Russia and Jute Rope
Sisal, Lath yarn, Hide and
Banana Cord
Tarred Marline, Etc.

TWINES

Cotton Counter
Cotton Hosiery
Italian, Russia,
Hemp and Jute
Parcelling and Sewing

OILED CLOTHING

Pants, Jackets, Hats, Etc.
Oiled Aprons
Oiled Horse Covers
Rubber Boots

OAKUM, ETC.

Marine and Plumbers'
Calking Cotton
Candle Wick
Jute and Hemp Packing
Pine Pitch

FISHERMEN'S SUPPLIES

Linen Gill Netting
Cotton Gill Netting
Cotton Netting for
Pounds and Seines
Gilling Twine
Seine Twine
Manila Net Rope
Floats, Leads, Cutch

SPECIALTIES

Sponges, Chamois
Sponge Cloths

Mr. Hardware Dealer

It will pay you to get our prices on the Lines listed on this sheet, and we especially desire to have you buy your

Cotton and Wool Waste and Wipers

Selected from the following Brands:

POLISHING

Cream

WHITE WIPING

XXX Extra
X Grand
XLCR
X Empire
X Press

COLORED WIPING

Fancy
Lion
Standard
Popular
Keen

WOOL PACKING

Arrow
Axle
Anvil
Anchor

WASHED COTTON WIPERS

Select White
Mixed Colored
Dark Colored

SCYTHES & COMPANY, LIMITED

TORONTO AND MONTREAL

ANNOUNCEMENT!



THE Sarnia Metal Products Company, Sarnia, Canada, announce the completion at Sarnia of what is conceded by some of the most eminent Engineers, to be one of the most modern and best equipped factories in Canada, and offer the Canadian People a line of metal building materials that is Second to None.

Inquiries for quotations on all forms of sheet metal building materials, including the following lines, are respectfully solicited.

“Corrugated Iron, Metal Barn Shingles, ‘Art Kraft’ House Shingles, Eave Trough, Conductor Pipe, Metal Culverts, Metal Skylights, Ventilators, Metal Ceilings, Metal Cornices, Metal Tanks, Etc.”

We want a distributor in every town and have a plan of selling that will turn the sheet metal end of your business from the unprofitable basis it has been in the past, to the most profitable and best line you have.

Write us at once and let us submit our proposition.

The Sarnia Metal Products Company

Limited

SARNIA

CANADA

Dealers, Attention

SARNIA CORRUGATED SHEETS

Large Stocks, Quick Shipment and Prices Right. Write at Once

Our factory, the newest and most modern of its kind in the Dominion of Canada, can make more Galvanized Corrugated Iron than all other factories in Canada combined. In making prices to our customers we take this fact into consideration and we wish an opportunity to quote you on a trial order. Our line also includes the following:

**METAL SIDINGS, METAL SHINGLES, EAVESTROUGH, CONDUCTOR
PIPE, CULVERTS, VENTILATORS, VALLEYS, SKYLIGHTS, PLAIN
GALVANIZED SHEETS, ETC.**

The word Sarnia on sheet metal products is a guarantee of Quality, Service and Satisfaction. We have a proposition to make you money and a bigger business. Write to-day.

THE SARNIA METAL PRODUCTS CO., Limited

SARNIA

CANADA

Sarnia Better Building Materials

We carry large stocks and make shipment same day orders are received of the following lines:

**Corrugated Iron, Metal Barn Shingles, "Art Kraft,"
House Shingles, Eavetrough, Skylights, Conductor Pipe,
Metal Culverts, Ventilators, Metal Ceilings, Metal
Cornices, Metal Tanks, etc.**

Catalogues containing complete information regarding any or all of these lines on request.

We want a Distributor in every town.

Write at once for Proposition

THE SARNIA METAL PRODUCTS CO., LIMITED

SARNIA, CANADA

QUALITY FIRST— THEN PROFIT

—That's our policy in making Marble products. And that policy has won for Marble products an enviable reputation among good sportsmen all over the world. The Marble reputation for quality is an asset to you dealers who sell Marble Goods.

Stock up now on Marble Knives and Safety Axes for the Spring and Summer seasons. They're quality goods, reasonably priced, that will sell at a showing and afford you the right profit. Ask your jobber or write us.

TRADE
MARBLE'S
MADE

IDEAL HUNTING KNIFE

—A knife with a world-wide reputation—won by its quality, serviceability and beauty of design and finish. Blade is adapted to both sticking and skinning. Oval ground at back for chopping bones, etc. Every Ideal is carefully tested and fully guaranteed. Handles of laminated leather or genuine staghorn. Four sizes—5, 6, 7 and 8-inch blades, at \$2.25 to \$3.50 list.



MARBLE'S WOODCRAFT KNIFE

—Entirely new in design. Contains all features necessary for sticking, skinning, cleaning, cutting up, slicing, etc. Four and one-half inch bevel blade, thick at back, tapers to point giving all needed strength, as well as serving every purpose of a thin-bladed knife. With leather handle, complete with sheath, \$1.50 list. Guaranteed.

TRADE
MARBLE'S
MADE
SAFETY AXE

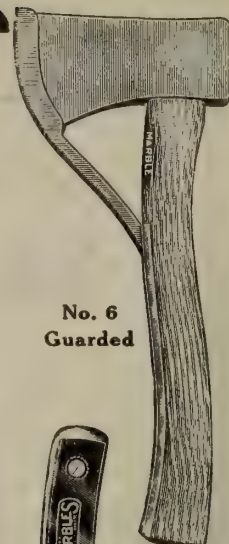
"The Handiest Tool a Sportsman Ever Carried."

The nickel-plated, spring-hinged guards are lined with lead and fold into the handle. The blades are made of tool steel, carefully tempered and sharpened. The metal handles are drop-forged and will never break. Side plates are of rubber. The wooden handles are of selected hickory, and have nickel-plated steel guard and lining—for groove in handle. Made in several styles and grades, listing at \$1.50 to \$3.00.

Two of the most popular numbers are shown here—No. 2, metal handle, list price—\$2.50. No. 6, hickory handle—List \$1.50.

TRADE SUPPLIED BY JOBBERS.

Write for latest trade catalog showing Marble's Game Getter Gun and 60 Specialties for Sportsmen.



No. 6
Guarded



No. 2
with
Guard
Folded

Marble Arms & Mfg. Company

5350 Delta Avenue, Gladstone, Mich., U.S.A.

Millions of Feet of Our Product Have Been Profitably Sold by the Hardwareman

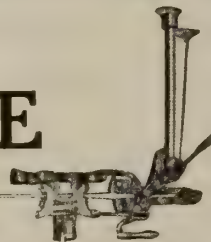
Write for Our Proposition.

The Canadian Sewer Pipe Company

TORONTO, CANADA



YOUR GUARANTEE

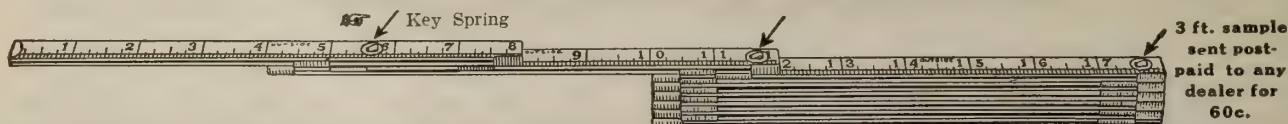


GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

INSTALL Gipe-Hazard Carriers — use them ten days—put them to every test—and if they do not give quicker, better and more satisfactory store service than any other system, they may be returned at our expense. Fair enough, is it not? Investigate our modern Electric Cable Cash Carrier and Pneumatic Dispatch Tubes.

Send for our new
Catalogue F.

THE MASTER INTERLOCKING SLIDE RULE



The only rule giving instantaneous reading for inside as well as outside measurement. Sells to carpenters and machinists on sight—in 2, 3, 4, 5, 6, 7 and 8-ft. lengths. Be sure to see this rule before stocking up.

SAUNDERS AND WAINWRIGHT, ST. NICHOLAS BUILDING, MONTREAL.

A New Model

Ingersoll Dollar Watch



Packed in neat red boxes

Twenty-two years ago the first Ingersoll watch was made and sold. Since then forty million of these watches have timed human lives. Every day, 16,000 new ones go out into the world. More than half of all the watches made and sold in this country bear the name "Ingersoll" on the dial—the sign of an Ingersoll watch. Every one of these watches have been sold through the retail dealers.

This remarkable success—the enormous sale and good will which Ingersolls enjoy—has been achieved through three Ingersoll principles; first, the watch is made right; second, it is sold right; third, its market is unlimited.

The Ingersoll is made right. Both in designing and manufacturing, the one great aim was to secure accuracy in timekeeping. The attempt was successful. The result is a wonderful instrument of precision and durability, keeping time as closely as a person ordinarily needs to be timed. It stands jolts and jars which would quickly ruin an expensive watch.

The Ingersoll is sold right. The low prices enable you to get a complete assortment on a small investment. Your capital is not tied up in large stocks. Your small stocks will turn quickly. A three dozen assortment ordinarily turns four times a year, paying an annual profit of about 120%, payable every three months. The amount of profit is always certain. It is guaranteed by our policy of standardizing prices.

The Ingersoll Market is without limits. Every person entering your store is a prospective Ingersoll customer. They all need watches. The Ingersoll is the only real timekeeper within easy financial reach of all. For those who have expensive watches, the Ingersoll offers a reliable watch to be worn on special occasions as a safeguard against losing or ruining the expensive one.

The usefulness of the article, its low price, the manufacturer's guarantee, and the available signs, fixtures and display matter, make the Ingersoll watch readily salable in any kind of store.

You can get Ingersolls from your jobber, or direct from

ROBT. H. INGERSOLL & BRO.

200 McGill Street

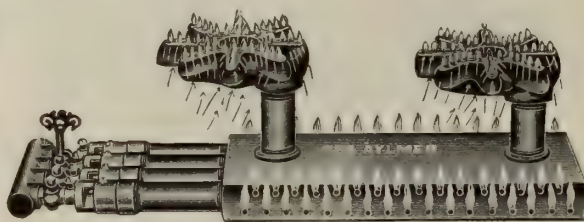
MONTREAL

The Hardwareman Can Make Money By Selling Aylmer Pumps, Scales, Etc.

We make a complete line of Pumps, Scales, Natural Gas Burners, Trucks, Concrete Mixers, and Cone Counters.

Don't forget to send us your orders for Step and Extension Ladders.

Upon receipt of your request, we will mail you a catalogue of our full line. Also special literature on any particular article. Write us now.



THE AYLMER STAR COOK STOVE BURNER
For Natural Gas

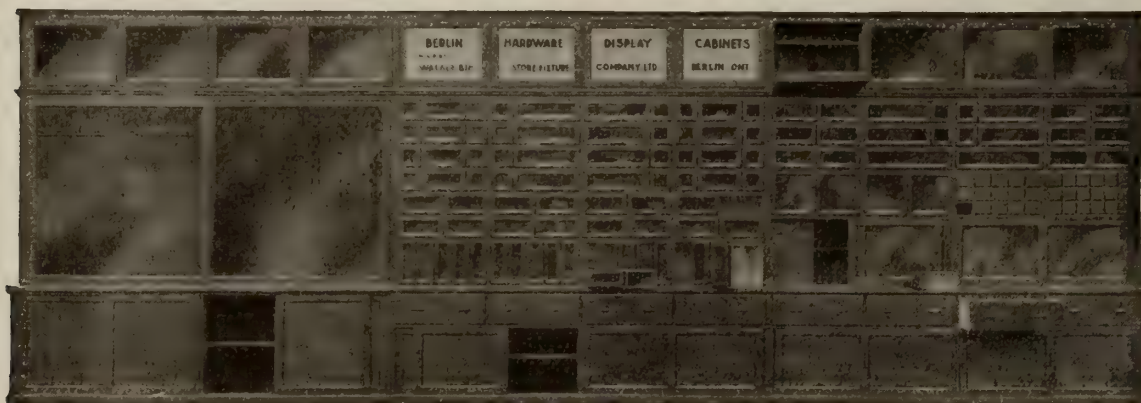


THE AYLMER THREE-WHEELED TRUCK SCALE



The Aylmer Pump & Scale Co., Limited

AYLMER - ONTARIO



Fixture Installed
by
J. G. SEIP
Linwood

Two
Essentials
for the
Up-to-date
Store



Good Appearance and Good Service

If you intend to buy equipment for your store do not be deterred by first cost—if you can afford it. Consider whether it will save you money, increase your facilities and bring you additional trade.

The difference in cost between a fixture properly made and finished and one that is "good enough" because cheaper in first cost would not be considered for a moment, if you could make comparisons before instead of after you have installed it.

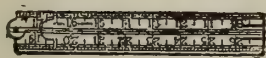
Illustrated catalog and estimates gladly furnished.

The Walker Bin and Store Fixture Company, Limited

BERLIN MANUFACTURERS AND DESIGNERS OF MODERN FIXTURES ONTARIO

Hardware and Metal's Electro Service

At the request of many of our readers and in order to assist Canadian hardwaremen in such a manner as to make it easy for them to use illustrations of staple hardware lines in their newspaper, circular or catalogue advertising. Hardware and Metal's editorial department has instituted a new service, viz., the supplying of electros of staple hardware lines at a reasonable price. Many merchants claim that the electros they have on hand are of such large proportions and occupy such large space that their use is almost prohibitive on account of the cost of newspaper space. By using small electros of seasonable goods the merchants will be able to feature several lines in one advertisement at a very reasonable cost. Hardware and Metal will from time to time publish seasonable advertising suggestions in which electros here shown will be used. In ordering electros be sure and order by numbers. Price of electros shown on this page is 15c each. Cash with order. Address all orders to Hardware and Metal, 143-153 University Ave., Toronto, Ont. Series No. 1.



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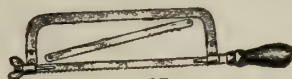
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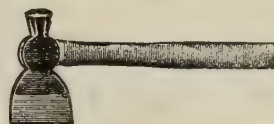
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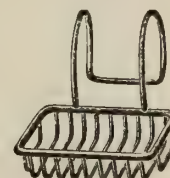
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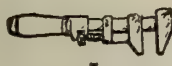
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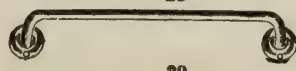
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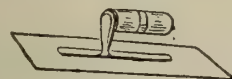
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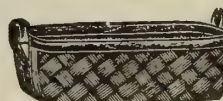
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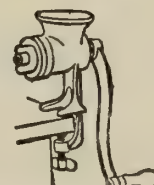
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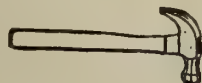
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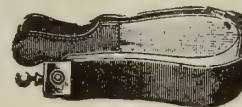
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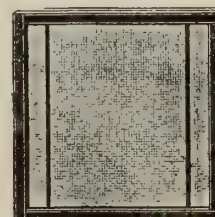
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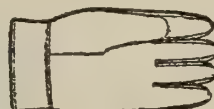
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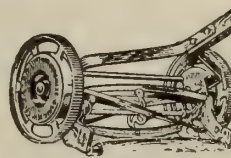
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Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. **RATES** (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion, when Box Number is required. Each figure counts as one word.

FOR SALE

STEEL STACK (SECOND HAND) FOR SALE by large, reliable manufacturer; diameter 27", height 36", lower half $\frac{1}{4}$ " thick, upper half 3-16" thick. Has had one year's usage and is in first-class condition. Address P. O. Box 261, Windsor, Ont. (16)

GOOD, LIVE HARDWARE BUSINESS FOR SALE on one of best streets in Toronto. Stock and fixtures around five thousand dollars. Owner has other interests to look after. Apply Box 173, Hardware and Metal. (13)

WANTED

HARDWARE BUSINESS WANTED IN GOOD Ontario Town or City. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto. (11)

WANTED A HARDWARE STOCK THAT will inventory five or six thousand dollars. Apply giving particulars to Box 168, Hardware and Metal, Toronto. (12)

SITUATION WANTED BY INDUSTRIOUS man 30 years of age, with fourteen years' retail, wholesale and travelling experience in shelf and heavy hardware. Best references; abstainer. Address Box 164, Hardware and Metal, Toronto. (11)

WANTED—TWO FIRST-CLASS SALESMEN with hardware connection—one for the Province of Quebec and one for Eastern Ontario, to sell furnaces, stoves and ranges, metal roofing, felt roofing, tinners' supplies, etc., on commission. Must be able to speak good French. Apply, giving first-class references and experience, Box 171, Hardware & Metal, Toronto. (13)

TRAVELLER — FIRST-CLASS CONNEC- tion Western Ontario hardware trade, manufacturers and contractors, is in position to represent good house on commission basis. Box 172, Hardware and Metal, Toronto. (11)

WANTED — BY LIVE, CAPABLE HARD- ware salesman with twelve years' first-class experience, position with Western retail or wholesale house. Box 10, Hardware & Metal, Winnipeg. (13)

SITUATIONS WANTED

HARDWARE SALESMAN WITH FOURTEEN years' retail experience, desires position, capable of taking charge, first class references. A. P. Hanley, Medicine Hat, Alberta.

WANTED — POSITION BY YOUNG MAN with ten years' experience in wholesale and retail hardware trade. Capable of taking charge. Best of references. Box 165, Hardware and Metal, Toronto. (12)

SITUATIONS VACANT

HARDWARE TRAVELER — MUST HAVE thorough hardware training and road experience (preferable Western). Give full particulars experience. Name character and qualification references. State salary required. Duties to commence April 1st. Peart Bros. Hardware Co., Ltd., Regina, Sask. (11)

SITUATIONS VACANT

SALESMAN, CALLING ON HARDWARE trade in Manitoba, Saskatchewan and Alberta, to handle side line on commission; good paying proposition. Call on or write Moncrieff & Endress, Limited, Galt Bldg., Winnipeg. (12)

WANTED—RELIABLE, ENERGETIC MAN to secure subscriptions and renewals to MacLean's and Farmer's Magazines. Good income guaranteed to capable person. Apply by letter, stating qualifications, to The MacLean Publishing Company, Limited, 143-153 University Ave., Toronto, Ont.

WANTED—RELIABLE, ENERGETIC HARD- ware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware & Metal, Toronto. (11)

MISCELLANEOUS

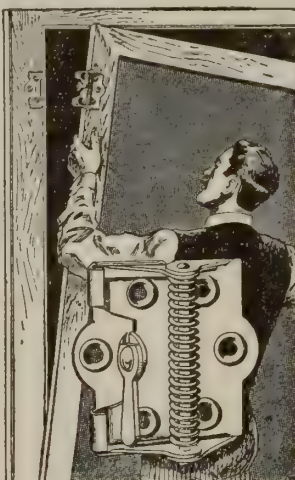
GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE—BY IN- stallating an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only \$70. Write for catalogue "B" Otis-Fensom Elevator Co., Toronto.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

THE NATIONAL CASH REGISTER COM- pany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.



JIFFY
Detachable
Screen
Door
Hinge

Patented

Illustration shows door being hung without tools. Pull the lever and it's done. No more trouble with screws—the parts have only to be screwed on once. Nothing to equal it for **WINTER STORM DOORS**, as well as **SCREEN DOORS**. Made in all finishes, twelve pairs packed in a box. Be sure and have your jobber show you this hinge before buying others, or **WRITE FOR SAMPLE TO**

SAUNDERS & WAINWRIGHT
St. Nicholas Bldg. Montreal

A SEED DEPARTMENT
will add to your profits.

Kelway Langport
England

grow and sell **SEEDS OF ALL KINDS** for Traders. Write to the actual **WHOLESALE** growers for rock-bottom prices and illustrated catalogue. Buy well ahead to secure **LOWEST PRICES.** Write **TO-DAY.**

Swan Weatherstrip



THE ONLY ONE OF ITS KIND.

Made of solid oak and best quality felt—first-class workmanship.

GOOD APPEARANCE

The oak is nicely finished, the felt is green in color—fits snugly.

CONVENIENTLY PUT UP

in sets complete for one door (see cut), holes are drilled—ends coved — nails supplied — no trouble — no waste.

SELLS AT SIGHT.

The best selling weatherstrip on the market—because of its efficiency, common-sense construction, and good appearance.

If you have previously handled the Swan Weatherstrip, get your order in early, so as to avoid disappointments in delivery. If it is new to you, get acquainted. Send for samples and description.

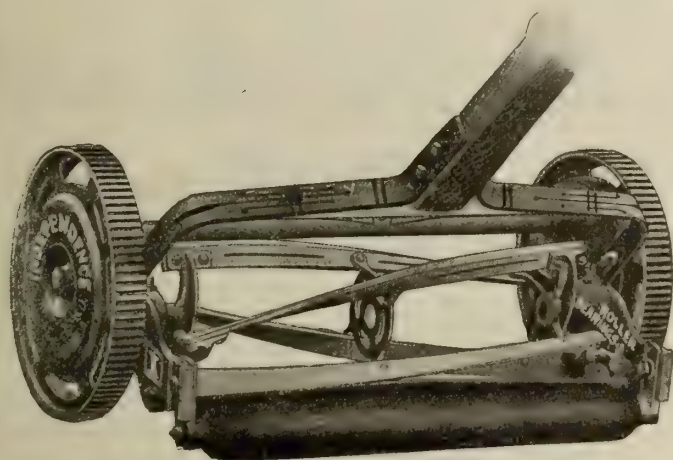
Canadian Made.

Swan Mfg. Co.
929 Maryland St., Winnipeg, Man.

The
Condensed Ad.
page
will interest you

Genuine "PHILADELPHIA" Lawn Mowers

The first Side Wheel Mowers made.
The Best and Highest Grade.



INDEPENDENCE LAWN MOWER
ROLLER BEARING

Always alert to anything new, have now made Roller Bearing Mowers by name:

Independence—9-in. wheels, 4 blades.

Overbrook—8-in. wheels, 4 blades.

Made in the same careful manner in factory which has for over 46 years turned out the finest goods.

Also make 21 styles Hand Mowers and 6 styles Horse Mowers—world-renowned.

Illustrated Catalogs and prices ready. When you want strictly high-grade goods, write us for prices.

The Philadelphia Lawn Mower Company

Makers of High-Grade Mowers Only

Philadelphia, Pa., U.S.A.

"THWAITES" PATENT HOT-AIR

Radiate and Retain Heat.

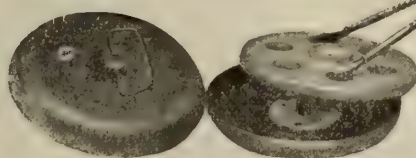
Quickly Handled.

Sanitary and Germ-proof.

Write :

J. THWAITES & CO.

Showing method of handling heater



RADIATORS

RETAIL from \$2 to \$10

Carpet-covered Foot-warmers at \$10; Muff-warmers at \$1.50.

PATENT RIGHTS FOR SALE

38, Colville Terrace,
LONDON, W., ENG.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper



The "Nugget" Broom



Ring Top Whisks

Extra Fine, Fancy Wired Handles, Nickel Tops.
Strong Nickel Rings.

A light Broom made of the choicest Corn procurable. Handle in golden yellow, highly polished. Very attractive.

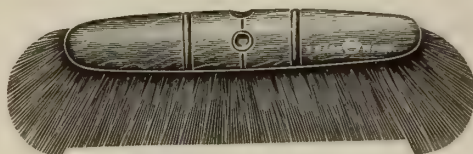
THAT WILL PROVE EXTRA STRONG SELLERS BECAUSE OF THEIR VERY ATTRACTIVE FINISH AND DURABLE QUALITY.

The popularity of our goods has increased the demand to such an extent that we recently added a large extension to our plant so as to be able to fill all orders promptly and give the best of service.

THE GOODS ILLUSTRATED HEREWITH SHOW ONLY A SMALL PORTION OF OUR LINE.

DROP US A LINE FOR COMPLETE CATALOG AND PRICES.

Stevens-Hepner Company, Limited, Port Elgin, Ont.



Batwing Floor Brushes

Pure Grey Hair. Polished Backs. Reversible
Handles.
Long Wings for reaching into corners.



Scrub Brushes

Sharp Pointed. Full Wings.
Polished Solid Hardwood Backs.

Turpentine Producers' Agency

IMPORTERS OF TURPENTINE

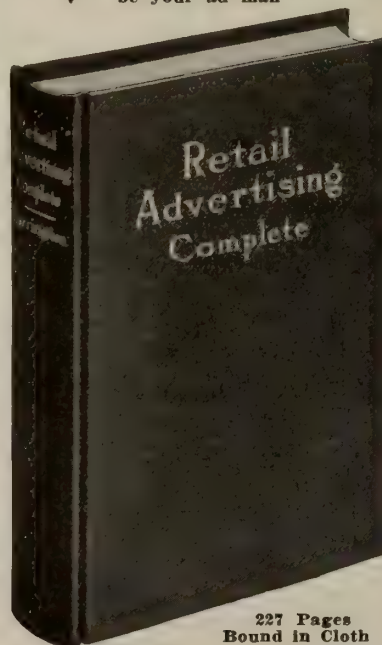
LOWEST QUOTATIONS BY WIRE OR LETTER

We Are Also Agents For
BADEN LINSEED OILS

261 MACDONELL AVE. TORONTO, ONTARIO

'Twill Do Your Advertising

Here's the book that will
be your ad man



227 Pages
Bound in Cloth

This new book on advertising will tell you all you want to know about advertising in the store.

Retail Advertising Complete

By FRANK FARRINGTON

With this book on your desk you are never at a loss what kind of advertising to do or how to do it. Every kind of advertising is treated fully.

Chapters on Newspaper Advertising.

Making an Advertisement.

Good Specimen Ready-made Ads.

Mail Advertising.

Window Trimming.

Advertising Novelties.

Outdoor Advertising.

Inside Store Advertising.

Advertising Schemes.

Special Sales.

Mail Orders, etc., etc.

There is no better book of the kind at any price. You can't afford to get along without it.

Forwarded direct, postpaid, on receipt of price. Keep the book a week, and if it is not

worth the price, return it and get your money back.

Price \$1.10 Postpaid

THE MACLEAN PUBLISHING CO., LIMITED

Montreal Toronto Winnipeg Vancouver

Book Department

143-153 University Ave., Toronto

BIG

RESULTS
from small investments. Read
Hardware & Metal's Want
Ad. Page.

**Percolator**

Produces the most delicious coffee right on your table. Its handsome appearance would do credit to the most fastidious hostess. Satisfaction guaranteed.

**Iron**

A handsome, durable Iron built to give the most lasting service. Evenly heated, handsome in appearance, guaranteed forever.



CANADIAN BEAUTY Electrical Heating Appliances

ARE CERTAIN TO BE EXTRAORDINARY WARM WEATHER SELLERS INASMUCH AS THE ADVANTAGES OF ELECTRIC APPLIANCES ARE BECOMING BETTER AND BETTER KNOWN EVERY DAY AND THAT WE OFFER IN THEM THE GREATEST VALUE IN APPEARANCE, IN EFFICIENCY AND IN LONG LIFE.

Service is built into the "Canadian Beauty" line. The super-excellence of the materials, the perfection of design, the careful work of our expert operators, all combine to make the quality of "Canadian Beauty" appliances supreme.

Write for catalog and prices.

Renfrew Electric Mfg. Co.
LIMITED
RENFREW, ONT.

**Toaster Grill**

The Toaster Grill is the most complete electric stove of its size on the market. It will boil, fry, broil or toast, and perform all of these operations at once.

**Two-Plate Stove**

The Two-Plate Stove is a larger size of the well-known "Canadian Beauty" Disc Stove. Handsome in appearance, and economical in operation, its first cost is surprisingly small.

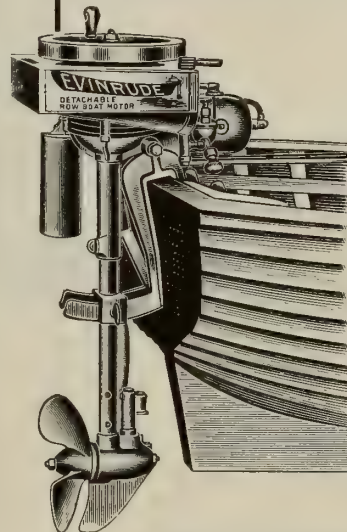
Your Opportunity To Make Extra Profits This Season

If there is any boating in or near your town you can profit by being the local agent for

Evinrude Motors

We are conducting an extensive advertising campaign in the following Canadian Publications:

Toronto Saturday Night Canadian Magazine
MacLean's Magazine Rod & Gun
Canada Monthly Motor Magazine



In addition to this advertising a large campaign is being carried in the

Saturday Evening Post and other U.S. Periodicals, circulating generally throughout Canada. This advertising will greatly increase the demand for

THE EVINRUDE MOTOR

Every inquiry from your territory will be promptly turned over to you. We will mail personal letters and catalogues to prospects whose names you send us, requesting them to call upon **you**—our Local Agent.

We will furnish you with "exclusive agents" window display cards. They make sales. It will be easy to sell Evinrude Motors with the help we give you, and you can fill your orders promptly, because these motors are carried in stock by our

CANADIAN DISTRIBUTORS.

There will be only one Evinrude agent in your town. Will you be that one? If so, write for particulars.

MELCHIOR, ARMSTRONG & DESSAU
Broad & Water Sts. New York City

Cyclone Ornamental Lawn Fencing

NOW IS THE TIME

to order your first shipment of Cyclone Ornamental Lawn Fencing, Lawn Border and Gates for Spring trade. Sold through the hardware trade exclusively.

Catalogues on application.

The Cyclone Woven Wire Fence Company, Limited
1158 Dundas St., Toronto, Ontario

CURTAIN POLES AND FITTINGS. STAIR RODS AND EYES

No.
1771



For
1 1/2 in.



No. 2319

Solid Brass Cased Rodding. Cast Ends.
These Rods are far superior to light angle tube.



G. B. BIRCH, THE CHEAPSIDE BRASS FOUNDRY, Birmingham, England

Androck Guard Handle Dust Remover



A REAL CARPET BEATER

It is put together to last; made just as good throughout as we make other things, and once in your hand, the sale is made. It really does feel good in the hand—it has the RIGHT HANG, you know—it balances perfectly the moment you grip it.

The GUARD HANDLE gives a grip that is secure, and prevents knuckle-barking, because the knuckles do not reach the lower part of the handle at all.

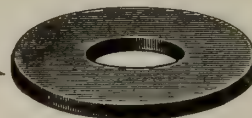
This sturdy beater represents big value at 15 cents. We also make other styles that sell from 10c to 25c.

Have a good stock on hand SOON, for the BIG carpet beater season is almost here.

**Andrews Wire Works
of Canada**
Limited
WATFORD, ONTARIO

Wrought and Steel Plate WASHERS

of all descriptions



Round & Square

Plain or
Galvanized

Annealed
Rivet Burrs

Felloe Plates

Sheared and
Punched Plates

Prompt Shipments

**Wrought Washer Mfg.
Company**
Milwaukee, Wis.

—for a big profit clean-up BOOST THESE LINES



THE

EUREKA

VACUUM CLEANER

**Easy to operate and simple—
and a thorough cleaner**

Best of material and workmanship throughout.

Very powerful and will last for years.

Twelve-inch wide nozzle fitted with wheels and brush.

The Hydro Commission of Ontario has adopted the sale of the "Eureka."

ONE SALE INVARIABLY MEANS TWO.

Positively guaranteed.

The "Onward" Iron-Clad Vacuum Sweeper

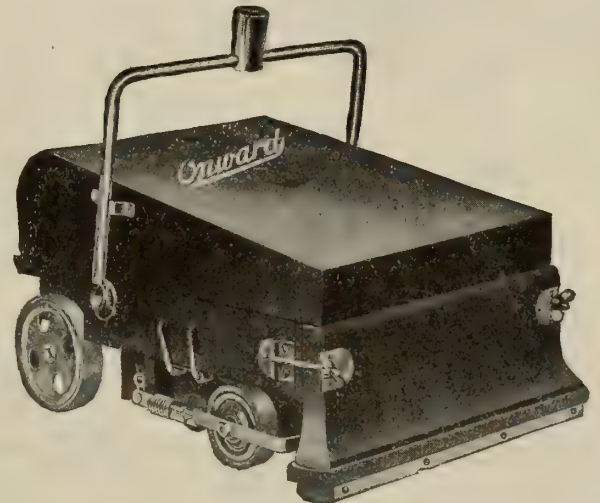
Retails at popular prices.

Perfect design. Handsome Mahogany Finish. Built by skilled mechanics. **FULL BALL-BEARING.** Powerful suction.

All metal parts highly nickel-plated. **Fully guaranteed** as to Efficiency, Durability, Attractiveness and Material.

NOTHING BETTER MADE.

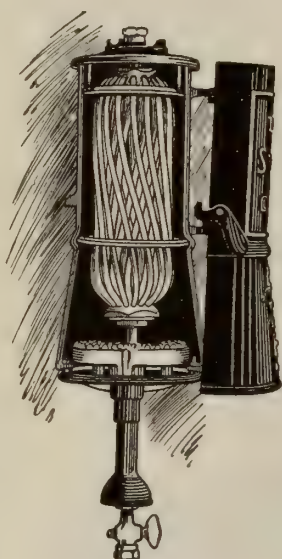
Write us for literature and prices.



Onward Manufacturing Company

BERLIN, ONTARIO

Morrison's Plumbers' Supplies



LINK YOUR STORE WITH
THE MORRISON LINE OF
PLUMBERS' SUPPLIES — IT
WILL PROVE A VERY PRO-
FITABLE CONNECTION.

Our goods have the **quality**, the
finish and the **price** that make sales
easy and satisfaction complete.

Let us send you a trial order—the
goods will prove our claims.

Jot down a line for catalog to-day.



The James Morrison Brass Manufacturing Company,
LIMITED

93-97 Adelaide St. W.

TORONTO, CAN.



Model "C" Safety Valve.



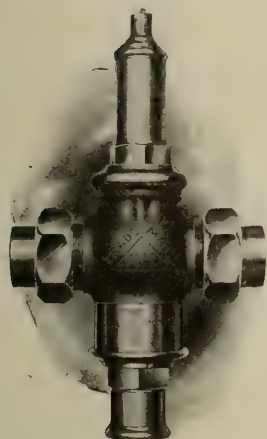
Genuine Hancock Inspirator.



J. M. T. SWING CHECK VALVES Adjustable Lift



Relief Valve.



Reducing Pressure Valve J. M. T. Improved. The valve that operates under all conditions.

The Easy

For more than thirty years we have been making STEAM SPECIALTIES THAT ARE GOOD, and in each of those years studying to make better products than we made the year before. The consistency of these efforts to **KEEP our goods TO THE FRONT** in quality, finish, merit and durability has resulted in extraordinary demand and satisfaction everywhere.

The J.M.T. trade-mark on steam goods guarantees that they will do everything we said they would do, and do it continuously without undue attention.

Can you not see the value of Morrison experience, quality and guarantee to your business? Our prices are very reasonable for that of first quality. Our line of steam goods is very extensive. ASK US FOR CATALOGUES covering the lines in which you are interested.

THE JAMES MORRISON MANUFACTURING COMPANY, LIMITED
93-97 Adelaide St. West
Toronto

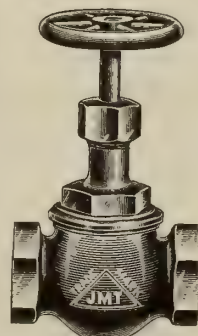
THERE'S LASTING CLASS IN MORRISON'S BRASS



The Gem Ejector.



Grease Cups.



J.M.T. Globe Valve renewable disc.



Oil Cup—Quick Stop, Sight Feed



Gauge Cock.



J. M. T. INJECTOR. (Improved)

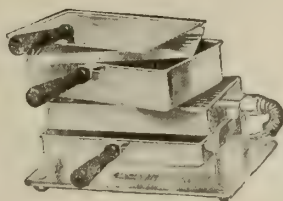
Selling Line of Steam Goods

CLASSIFIED LIST OF ADVERTISEMENTS

- Air Hoists.**
Herbert Morris Crane Hoist Co., Toronto.
- Alabastine.**
The Alabastine Co., Paris, Ont.
Sanderson Percy & Co., Toronto.
- Aluminium, Angle and Moulding.**
British Aluminium Co., Toronto
- Abrasives.**
Carborundum Co., Niagara Falls, N.Y.
- Alcohol.**
Berry Bros., Walkerville.
- Aluminum Ingot.**
British Aluminium Co., Toronto
- Aluminum Rod.**
British Aluminium Co., Toronto
- Aluminum Sheet.**
British Aluminium Co., Toronto
- Aluminum Tubing.**
British Aluminium Co., Toronto
- Aluminum Ware.**
McClary Mfg. Co., London, Ont.
Henderson & Richardson, Montreal.
- Aluminum Wire.**
British Aluminium Co., Toronto
- Ammunition.**
Dominion Cartridge Co., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.
Remington Arms-UMC Co., Windsor.
- Anti-Rattles. (Buggy Shaft).**
Fernald Mfg. Co., North East, Pa.
- Anvils.**
Brooks & Cooper, Sheffield.
A. C. Leslie & Co., Montreal, Que.
Taylor-Forbes Co., Guelph, Ont.
- Arsenate of Lead.**
Allan Munro Color Co., Montreal.
Sherwin-Williams Co., Montreal.
- Ash Cans.**
McClary Mfg. Co., London.
- Ash Sifters.**
The Collins Mfg. Co., Toronto.
- Asphalts.**
Berry Bros., Walkerville.
- Auger Bit Files.**
Delta File Works, Philadelphia.
Russell Jennings Mfg. Co., St. Catharines.
- Automobile Accessories.**
Geo. W. MacNeill & Co., Toronto.
Canadian H. W. Johns-Manville Co., Toronto.
- Axes—Safety, Pocket and Camp.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Axes.**
H. S. Howland, Sons & Co., Toronto.
- Axles.**
B. J. Coghlin Co., Montreal.
- Babbitt Metal.**
Tallman Brass & Metal Co., Hamilton, Ont.
Hoyt Metal Co., Toronto.
- Bags and Sacks.**
Scythes & Co., Toronto.
- Bale Ties.**
Laidlaw Bale Tie Co., Hamilton.
Steel Company of Canada, Ltd. Hamilton.
- Balers, All-Steel.**
Davenport Mfg. Co., Davenport, Ia.
- Baling Presses.**
Davenport Mfg. Co., Davenport, Ia.
- Bar Iron.**
Manitoba Bridge & Iron Works, Winnipeg.
Steel Co. of Can., Hamilton.
London Rolling Mill Co., London.
- Bar Iron and Steel.**
London Rolling Mill Co., London.
Canadian Tube & Iron Co., Montreal.
- Barn Door Hangers.**
Taylor-Forbes Co., Guelph.
Canada Steel Goods Co., Hamilton.
- Bath Room Fixtures.**
Landers, Frary & Clark, New Britain, Conn.
Novelty Mfg. Co., Waterbury, Conn.
- Batteries.**
Mainer Electric Co., Winnipeg.
Canadian H. W. Johns-Manville Co., Toronto.
- Bells—Church, School, Fire-Alarm and Farm.**
Exeter Mfg. Co., Exeter, Ont.
- Beeswax.**
Sanderson Percy & Co., Toronto, Ont.
- Belting.**
Gutta Percha & Rubber, Toronto
- Belting, Hose, etc.**
Manitoba Bridge & Iron Works, Winnipeg, Man.
- Bicycles.**
H. S. Howland, Sons & Co., Toronto.
- Bird Cages.**
E. T. Wright Co., Hamilton.
- Blacks.**
The L. Martin Co., New York.
- Binder Twine.**
Consumers Cordage Co., Montreal.
- Boards, Bake and Pastry.**
McFarlane Ladder Wks., Toronto.
- Boiled Linseed Oil.**
Canada Linseed Oil Mills, Montreal.
- Boilers.**
Taylor-Forbes Co., Guelph.
- Bolts.**
Manitoba Bridge & Iron Works, Winnipeg, Man.
Northern Bolt & Screw Co., Owen Sound, Ont.
- Bolts and Nuts.**
Northern Bolt & Screw Co., Owen Sound, Ont.
Steel Co. of Canada, Owen Sound, Ont.
Canadian Tube & Iron Co., Montreal.
- Blocks, Segment, Sewer, Invert.**
Hamilton and Toronto Sewer Pipe Co., Hamilton.
- Blocks, Silo (Clay)).**
Hamilton and Toronto Sewer Pipe Co., Hamilton.
- Bits, Forstner.**
Progressive Mfg. Co., Torrington, Conn.
- Bits, Wood.**
Wilt Twist Drill Co., Walkerville.
- Boat Motors.**
Melchior, Armstrong & Dessau, New York.
- Braces, Push.**
North Bros. Mfg. Co., Philadelphia.
- Brakes.**
Brown Boggs Co., Ltd., Hamilton.
- Box Openers.**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Brass Goods.**
Jas. Cartland & Son, Birmingham.
- Brass Sheets.**
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.
- Brass Goods.**
Tallman Brass & Metal Co., Hamilton.
- Brooms.**
Walter Woods & Co., Toronto.
Stevens-Hepner Co., Port Elgin.
- Bronzes.**
Sanderson Percy & Co., Toronto.
- Braziers—Gasoline.**
Clayton & Lambert Mfg. Co., Detroit, Mich.
- Bread Makers.**
Landers, Frary & Clark, New Britain.
- Brushes.**
Meakins & Son, Hamilton.
Sanderson Percy & Co., Toronto.
Stevens-Hepner & Co., Port Elgin.
Walter Woods & Co., Hamilton.
A. Ramsay & Son Co., Montreal.
- Builders' Hardware.**
Canada Steel Goods Co., Hamilton.
- Builders' Hardware.**
Miller-Morse Hdwe. Co., Winnipeg.
- Buildings—Metal.**
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Building Materials.**
Canadian H. W. Johns-Manville Co., Toronto.
- Burners—Gasoline, Kerosene, and Alcohol.**
Clayton & Lambert, Detroit, Mich.
Ontario Lantern & Lamp Co., Hamilton.
- Burlaps, Decorative for Walls.**
Dominion Oilcloth Co., Montreal.
- Burlaps, for Walls.**
Dominion Oilcloth Co., Montreal.
- Burrs.**
Steel Co. of Can., Hamilton.
- Butter Moulds.**
Wm. Cane & Sons, Newmarket.
- Butts and Hinges.**
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
- Car Bits.**
Russell Jennings Mfg. Co., St. Catharines.
- Calks.**
Steel Co. of Can., Hamilton.
The Lukin Rule Co., Ltd., Windsor.
- Calipers and Dividers.**
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett, Athol, Mass.
Wm. Johnson, Newark, N.J.
- Canada Plates.**
A. C. Leslie & Co., Montreal.
- Carriers, Cash and Parcel.**
Gipe-Hazard Store Service, Toronto.
Herbert Morris Crane & Hoist Co., Toronto.
- Camp Stools and Cots.**
Stratford Mfg. Co., Stratford.
- Carbon, Black.**
The L. Martin Co., New York.
- Carving Sets.**
Landers, Frary & Clark, New Britain, Conn.
- Canoe Motors.**
Melchior, Armstrong & Dessau, New York.
- Carriage Varnish and Colors.**
Sherwin-Williams Co., Montreal.
- Casters, Stove.**
McClary Mfg. Co., London.
- Carpet Beaters.**
E. T. Wright Co., Hamilton.
- Cartridges.**
Dominion Cartridge Co., Montreal.
Remington Arms-U.M.C. Co., Windsor.
- Cartridge Reloading Tools.**
The Marlin Fire Arms Co., New Haven, Conn.
- Castings of all kinds in grey iron to order.**
Taylor-Forbes Co., Guelph.
The Hall-Zryd Foundry Co., Ltd., Hespeler.
- Clay, Vitrified, Wall Coping, Pipe Covering.**
Hamilton & Toronto Sewer Pipe Co., Hamilton.
- Chain, Logging, Boom, etc.**
B. J. Coghlin Co., Montreal.
- Chains, Steel Wire.**
B. Greening Wire Co., Hamilton
- Castings—Brass, Bronze and Aluminum.**
Clayton & Lambert, Detroit, Mich.
- Chairs, Lawn.**
Stratford Mfg. Co., Stratford.
- Chisels, Cold.**
Wm. Johnson, Newark, N.J.
- Christmas Tree Holders.**
North Bros. Mfg. Co., Philadelphia, Pa.



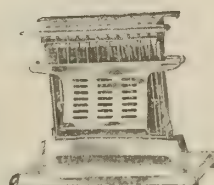
UNIVERSAL
Electric Coffee
Percolator



UNIVERSAL
Electric Grill



UNIVERSAL
Electric Coffee Urn



UNIVERSAL
Electric Toaster



UNIVERSAL
Electric Iron



UNIVERSAL
Coffee Urn



UNIVERSAL
Bread Maker



UNIVERSAL
Tea Ball Tea Pot



UNIVERSAL
Cake Maker



UNIVERSAL
Coffee Percolator



UNIVERSAL
Food Chopper



UNIVERSAL
Tea Ball Samovar



UNIVERSAL
Mayonnaise Mixer



UNIVERSAL
Chafing Dish



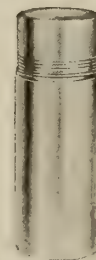
UNIVERSAL
Butter Churn



UNIVERSAL
Vacuum Bottle
Leather Covered



UNIVERSAL
Vacuum Bottle
Nickel Plated



UNIVERSAL
Food Jar
Nickel Plated



UNIVERSAL
Vacuum Jug
Nickel Plated

Are You Ready for Spring Business?

Plan for it now. Plan for more sales and quicker sales.

Carry the well-known brands that your customers ask for—that sell easily and enable you to turn your stock over quickly.

Don't waste your own time and that of your clerks in trying to push goods that are unknown and untried.

UNIVERSAL Home Needs

are known by housekeepers everywhere. They sell easily because they are so well known and because of their attractive appearance, their high quality, and their many exclusive features which make them distinctive from all other lines of household appliances. Feature UNIVERSAL Home Needs in your displays and in your local advertising. Make yourself known as a "UNIVERSAL Dealer"—we'll help with Show Cards, Electrotyped Ads., Street Car Cards, Booklets, Lantern Slides, etc.

Remember, you can sell more goods in less time when you show the kind that people know about.

This Trade-Mark **UNIVERSAL** on each piece or label

For Prices, etc., write to your Jobber or direct to us,

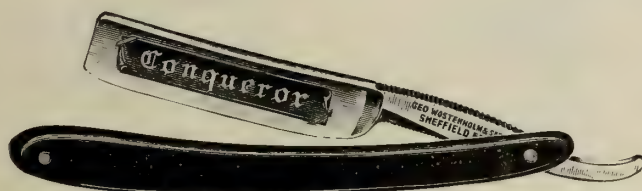
LANDERS, FRARY & CLARK
New Britain, Conn.

- Chairs, Willow.**
Stratford Mfg. Co., Stratford.
Walter Woods & Co., Hamilton.
- Chafing Dishes.**
Landers, Frary & Clark, New Britain.
- Chicken Coops.**
E. T. Wright Co., Hamilton.
- Cherry Stoners.**
E. T. Wright Co., Hamilton.
- Chimney Tops.**
Hamilton & Toronto Sewer Pipe Co., Hamilton.
- Chucks.**
Goodell-Pratt Co., Greenfield, Mass.
- Churns.**
J. H. Connor & Son, Ottawa.
Dazey Churn & Mfg. Co., St. Louis, Mo.
- Churns, Glass and Metal.**
Dazey Churn & Mfg. Co., St. Louis, Mo.
- Clamps.**
L. S. Starrett Mfg. Co., Athol, Mass.
- Clothes Line Reels.**
Taylor-Forbes Co., Guelph.
- Clothes Bars.**
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Stratford.
- Clothes Mangles.**
American Wringer Co., New York.
Taylor-Forbes Co., Guelph.
- Clothes Pins.**
Wm. Cane & Sons, Newmarket.
- Clothes Wringers.**
J. H. Connor & Son, Ottawa.
American Wringer Co., New York.
Cummer-Dowswell, Hamilton.
- Cloth, Alomite.**
Carborundum Co., Niagara Falls, N.Y.
- Coal Chutes.**
Manitoba Bridge & Iron Works, Winnipeg.
- Cobbler Sets.**
Taylor-Forbes Co., Guelph.
- Cold Rolled Strip Steel.**
A. C. Leslie & Co., Montreal.
- Coffee Mills.**
Landers, Frary & Clark, New Britain.
- Clocks, Alarm.**
Western Clock Co., La Salle, Ills.
- Colors—Dry.**
P. D. Dods & Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sanderson Percy & Co., Toronto.
A. Ramsay & Son Co., Montreal.
The L. Martin Co., New York.
- Compositions, Marine and Submarine.**
Martin-Senour Co., Montreal.
- Compasses.**
Marble Arms & Mfg. Co., Gladstone, Mich.
- Concrete Machinery.**
Exeter Mfg. Co., Exeter, Ont.
- Concrete Coatings.**
Benj. Moore & Co., Toronto.
- Conductor Pipe.**
McClary Mfg. Co., London.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.
Metal Shingle & Siding Co., Preston.
Hamilton & Toronto Sewer Pipe Co., Hamilton.
E. T. Wright & Co., Hamilton.
- Copper—Sheet.**
A. C. Leslie & Co., Montreal.
Roofers Supply Co., Toronto.
- Cotton Duck.**
Scythes & Co., Toronto.
- Corrugated Fasteners.**
Stegl Co. of Can., Hamilton.
- Cordage.**
Scythes & Co., Toronto.
Walter Woods & Co., Hamilton.
Consumers Cordage Co., Montreal.
- Counters.**
Walker Bin & Store Fixture Co., Berlin.
- Crowbars.**
B. J. Coghlin Co., Montreal.
- Couplings.**
Canadian Tube & Iron Co., Montreal.
- Cutters, Pipe.**
Trimont Mfg. Co., Roxbury, Mass.
- Couch Hammocks and Accessories.**
I. E. Palmer Co., Middletown, Conn.
- Crate Openers.**
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Corrugated Iron.**
Winnipeg Ceiling & Roofing Co., Winnipeg.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Oshawa.
Wheeler & Bain, Toronto.
- Cuspidors, Brass.**
Tallman Brass & Metal Co., Hamilton.
- Curtain Poles and Fittings.**
G. B. Birch, Birmingham.
- Curtain Stretchers.**
McFarlane Ladder Works, Toronto.
- Cutlery.**
J. Chatillon & Sons, New York.
Caverhill, Learmont & Co., Montreal.
McGlasban-Clarke Co., Niagara Falls.
Marble Arms & Mfg. Co., Gladstone, Mich.
H. S. Howland Sons & Co., Toronto.
Geo. Wostenholm & Sons, Sheffield.
Miller-Morse Hdwe. Co., Winnipeg.
Lewis Bros., Montreal.
Jonathan Crookes & Son, Sheffield.
- Cutlery, Painters'.**
Sanderson Percy & Co., Toronto.
- Cutlery, Table.**
Landers, Frary & Clark, New Britain, Conn.
- Cylinders.**
F. E. Meyers & Bro., Ashland, Ohio.
- Detachable Motors.**
Melchior, Armstrong & Dessau, New York.
- Driers.**
Sherwin-Williams Co., Montreal.
- Dry Colors.**
Ottawa Paint Wks., Ottawa.
Allan Munro Color Co., Montreal.
Sherwin-Williams Co., Montreal.
- Door Checks.**
Wm. Newman & Sons, Birmingham, Eng.
- Doors, Screen.**
Sanderson-Harold Co., Ltd., Paris, Ont.
- Display Wall Cases for Tools, Cutlery, etc.**
Walker Bin & Store Fixture Co., Berlin, Ont.
- Dies—Sheet Metal Working.**
Brown Boggs Co., Hamilton.
- Door Hangers.**
F. E. Myers & Bro., Ashland, O.
Canada Steel Goods Co., Hamilton.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
- Dowel Bits.**
Russell Jennings Mfg. Co., St. Catharines.
- Door Bolts.**
Canada Steel Goods Co., Hamilton.
- Doubletrees.**
Canada Steel Goods Co., Hamilton.
- Drawer Pulls.**
Canada Steel Goods Co., Hamilton.
- Drills.**
R. McDougall Co., Ltd., Galt.
Wilt Twist Drill Co., Ltd., Walkerville.
- Drills, Automatic or Push.**
North Bros. Mfg. Co., Philadelphia, Pa.
Goodell-Pratt Co., Greenfield, Mass.
- Drills, Reciprocating.**
North Bros. Mfg. Co., Philadelphia, Pa.
- Drills, Breast.**
North Bros. Mfg. Co., Philadelphia, Pa.
Goodell-Pratt Co., Greenfield, Mass.
- Drills, Bench.**
North Bros. Mfg. Co., Philadelphia, Pa.
Goodell-Pratt Co., Greenfield, Mass.
- Eavetroughs.**
E. T. Wright Co., Hamilton.
McClary Mfg. Co., London.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
- Elbows.**
McClary Mfg. Co., London.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
The Pedlar People, Oshawa.
- Electric Coffee Percolators.**
Renfrew Electric Mfg. Co., Ltd., Renfrew.
Landers, Frary & Clark, New Britain, Conn.
- Electric Heaters.**
Renfrew Electric Mfg. Co., Ltd., Renfrew.
- Electric Heating Appliances.**
Renfrew Electric Mfg. Co., Renfrew, Ont.
- Electrical Fixtures.**
Mainer Electric Co., Winnipeg.
Tallman Brass & Metal Co., Hamilton.
- Electric Irons.**
Renfrew Electric Mfg. Co., Ltd., Renfrew.
Landers, Frary & Clark, New Britain, Conn.
Chicago Flexible Shaft Co., Chicago.
- Electric Ovens.**
Renfrew Electric Mfg. Co., Ltd., Renfrew.
- Electric Lamps.**
Canadian Sunbeam Lamp Co., Toronto.
- Electric Stoves.**
Renfrew Electric Mfg. Co., Ltd., Renfrew.
- Electric Tailor's Irons.**
Renfrew Electric Mfg. Co., Ltd., Renfrew.
- Electric Toasters and Grills.**
Renfrew Electric Mfg. Co., Ltd., Renfrew.
Landers, Frary & Clark, New Britain, Conn.
- Electric Urns—hot water.**
Renfrew Electric Mfg. Co., Ltd., Renfrew.
- Electric Washing Machines.**
Mainer Electric Co., Winnipeg.
Easy Washer Co., Toronto.
- Enamels.**
Berry Bros., Walkerville.
P. D. Dods & Co., Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Buffalo, N.Y.
Brandram-Henderson Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
- Enamelware and Tinsmith.**
McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.
- Enamel Underwatings.**
Pratt & Lambert, Buffalo, N.Y.
- Enrichments—zinc.**
Winnipeg Ceiling & Roofing Co., Winnipeg.
- Expansion Bits.**
Russell Jennings Mfg. Co., St. Catharines.
- Fencing.**
Caverhill, Learmont & Co., Montreal.
Steel Co. of Can., Hamilton.
Banwell-Hoxie Wire Fence Co., Hamilton.
Frost Wire Fence Co., Hamilton.
- Fencing, Lawn.**
B. Greening Wire Co., Hamilton.
- Files and Rasps.**
Delta File Works, Philadelphia, Pa.
Nicholson File Co., Port Hope.
G. & H. Barnett Co., Philadelphia.
- Fire Arms.**
Marble Arms & Mfg. Co., Gladstone, Mich.
Marlin Firearms Co., New Haven, Conn.

WOSTENHOLM'S

CELEBRATED I-XL CUTLERY

GUARANTEED



No. 1000



No. 2000

Hollow Ground

Fully Concaved

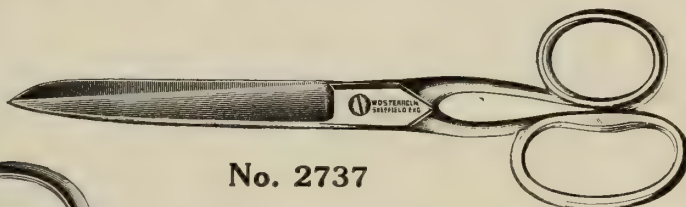
Gold Etched

Made in all sizes, widths and handles

SCISSORS

Best Quality
All Steel

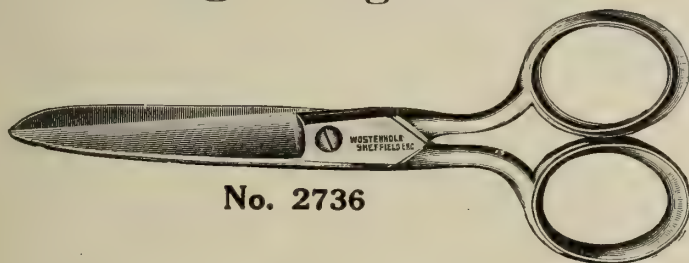
Light weight model



No. 2737

Screw Joint.

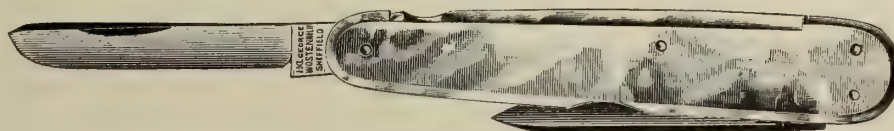
Heavily nickeled bows and blades.



No. 2736

The only scissors, of this quality, in these staple patterns shown in Canada to-day.

Hand
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1411A

Best
English
Steel

Selection of three thousand patterns

GEO. WOSTENHOLM & SON, SHEFFIELD

Carried by all leading jobbers

A. MACFARLANE & CO., MONTREAL
Canadian Representatives

Fire Brick.

Manitoba Bridge & Iron Works, Winnipeg.
Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Hamilton & Toronto Sewer Pipe Co., Hamilton.

Fire Clay.

Elk Fire Brick Co. of Canada, Ltd., Hamilton.
Hamilton & Toronto Sewer Pipe Co., Hamilton.

Fire Door Terne Plate.

Roofers Supply Co., Toronto.

Fire Escapes.

Manitoba Bridge & Iron Works, Winnipeg.
Canada Wire & Iron Goods Co., Hamilton.

Fire Extinguishers.

Canadian H. W. Johns-Manville Co., Toronto.

Fire Pots, Gasoline and Kerosene.

Clayton & Lambert Mfg. Co., Detroit, Mich.

Fire Pots, Gasoline for Cannery.

Clayton & Lambert Mfg. Co., Detroit, Mich.

Fishermen's Supplies.

Scythes & Co., Toronto.

Fishing Tackle.

Marble Arms & Mfg. Co., Gladstone, Mich.

Fittings, Pipe.

Hamilton & Toronto Sewer Pipe Co., Hamilton.

Fixtures, Firedoor.

Taylor-Forbes Co., Guelph.

Flash Lamps.

Mainer Electric Co., Winnipeg.
Interstate Electric Co., Toronto.
Henderson & Richardson, Montreal.

Flags.

Scythes & Co., Toronto.

Floor Hinges.

Taylor-Forbes Co., Guelph.

Floor Scrapers and Brushes.

Exeter Mfg. Co., Exeter.

Fly Exterminators.

E. T. Wright Co., Hamilton.

Floor Wax.

Sherwin-Williams Co., Montreal.
R. C. Jamieson & Co., Montreal.
Ronuk Ltd., Toronto.
Sanderson Percy & Co., Toronto.
A. Ramsay & Son Co., Montreal.

Food Choppers.

Landers, Frary & Clark, New Britain, Conn.

Fluting Machines.

North Bros. Mfg. Co., Philadelphia, Pa.

Folding Chairs and Tables.

Stratford Mfg. Co., Stratford.

Forgings.

Manitoba Bridge & Iron Works, Winnipeg.
B. J. Coghlin Co., Montreal.

Foundry Supplies.

B. Greening Wire Co., Hamilton.

Freezers, Ice Cream.

White Mountain Freezer Co., Nashua, N.H.

Furniture Polish.

Ronuk Ltd., Toronto.
Channell Chemical Co., Toronto.

Furnaces, Warm Air.

Wheeler & Bain, Toronto.
Pindlay Bros. Co., Ltd., Carleton Place.
The Hall-Zryd Foundry Co., Ltd., Hespeler.
Kir-Ben, Almonte, Ont.

Gaffs, Fishing.

Marble Arms & Mfg. Co., Gladstone, Mich.

Gages.

L. S. Starrett Co., Athol, Mass.
The Chapin-Stephen Co., Pine Meadow, Conn.

Galvanizing.

Northern Bolt & Screw Co., Owen Sound.

Gas Black.

The L. Martin Co., New York.

Galvanized Iron.

Roofers Supply Co., Toronto.
Winnipeg Steel Granary & Culvert Co., Winnipeg.
Wheeler & Bain, Toronto.

Galvanized and Tinware.

McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.
E. T. Wright Co., Hamilton.
H. S. Howland Sons & Co., Toronto.

Galvanized Netting.

B. Greening Wire Co., Hamilton.

Galvanized Wire.

Steel Co. of Can., Hamilton.

Garbage Cans.

McClary Mfg. Co., London.
Sheet Metal Products Co., Toronto.
The Pedlar People, Oshawa.

Gasoline Engines.

Chicago Flexible Shaft Co., Chicago.

Gasoline Irons.

Taylor-Forbes Co., Guelph.

Garden Cultivators.

C. S. Norcross & Sons, Bushnell, Ills.

Garden and Park Seats.

Stratford Mfg. Co., Stratford.

Glaziers' Diamonds.

Sanderson Percy & Co., Toronto.
Toronto Plate Glass Mfg. Co., Toronto.
A. Ramsay & Son Co., Montreal.
Sharratt & Newth.
A. Shaw & Son.

Granaries, Portable Steel.

Metallic Roofing Co., Toronto.
Winnipeg Steel Granary & Culvert Co., Winnipeg.

Glass Boards.

The Lufkin Rule Co., Ltd., Windsor.

Glass Cutters.

Toronto Plate Glass Imp. Co., Toronto.
A. Ramsay & Son Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.

Glass, Bent, Colored, Fancy.

Toronto Plate Glass Importing Co., Toronto.

Glass, Polished Plate.

Sask. Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Imp. Co., Toronto.
A. Ramsay & Son Co., Montreal.
Excelsior Plate Glass Co., Toronto.

Glass, Fancy and Wired.

Sask. Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Imp. Co., Toronto.
A. Ramsay & Son Co., Montreal.
Excelsior Plate Glass Co., Toronto.

Glass, Window.

Toronto Plate Glass Imp. Co., Toronto.
H. S. Howland Sons & Co., Toronto.
Sanderson Percy & Co., Toronto.
A. Ramsay & Son Co., Montreal.
Excelsior Plate Glass Co., Toronto.

Glue.

P. D. Dods & Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sanderson Percy & Co., Toronto.
A. Ramsay & Son Co., Montreal.

Gold Leaf.

Sanderson Percy & Co., Toronto.

Grindstone Fixtures.

Taylor-Forbes Co., Guelph.

Grinders, Wheel, Hand or Foot.

Carborundum Co., Niagara Falls, N.Y.

Grinding Heads.

Goodell-Pratt Co., Greenfield, Mass.

Guns.

Marble Arms & Mfg. Co., Gladstone, Mich.
Marlin Firearms Co., New Haven, Conn.
Remington Arms-U.M.C. Co., Windsor.

Gun Implements and Oil.

Marble Arms & Mfg. Co., Gladstone, Mich.
Marlin Firearms Co., New Haven, Conn.

Handles.

The Chapin-Stephens Co., Pine Meadow, Conn.

Hack Saw Frames.

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Hack Saw Blades.

Victor Saw Works, Hamilton.
Goodell-Pratt Co., Greenfield, Mass.

Hand Screws.

The Chapin-Stephens Co., Pine Meadow, Conn.

Hammocks.

Hohlfield Mfg. Co., Philadelphia.
I. E. Palmer Mfg. Co., Middleton, Conn.

Hame Fasteners.

National Safety Snap Co., Wilmington, Ohio.

Harvesting Tools.

H. S. Howland Sons & Co., Toronto.

Hardware Specialties.

J. P. Noonan, Mt. Forest, Ont.

Hardware, Wholesale.

Miller-Morse Hdwe. Co., Winnipeg.
Lewis Bros., Montreal.

Hasps.

Canada Steel Goods Co., Hamilton.

Hay Baling Wire.

Northern Bolt & Screw Co., Owen Sound.

Hay Unloading Tools.

F. E. Myers & Bros., Ashland, Ohio.

Heating Apparatus.

Taylor-Forbes Co., Guelph.

Heaters—Auto, Wagon, Sleigh and Carriage.

Chicago Flexible Snap Co., Chicago, Ills.

Heavy Hardware.

Caverhill, Learmont & Co., Montreal.

Hinges—Screen Door and Shutter Gate.

Taylor-Forbes Co., Guelph.

Hoes and Weeders. (Hand).

C. S. Norcross & Sons, Bushnell, Ills.

Homo Rods.

Northern Bolt & Screw Co., Owen Sound.

Horse Clipping Machine (Hand and power).

Chicago Flexible Shaft Co., Chicago, Ills.

Horse Covers.

Scythes & Co., Toronto.

Horse Shoes.

Canadian Tube & Iron Co., Montreal.
Steel Co. of Canada, Hamilton.

Hose.

Gutta Percha & Rubber Co., Toronto.

Hotel Kitchen Equipment.

McClary Mfg. Co., London.

Hydrants.

R. McDougall Co., Ltd., Galt.

Ice Breakers, Hand Power.

North Bros. Mfg. Co., Philadelphia, Pa.

Ice Chippers and Shaves.

North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cream Freezers.

McClary Mfg. Co., London.
White Mountain Freezer Co., Nashua, N.H.
North Bros. Mfg. Co., Philadelphia, Pa.

Insulating Materials.

Canadian H. W. Johns-Manville Co., Toronto.

Iron.

Caverhill, Learmont & Co., Montreal.

Ironing Boards.

Stratford Mfg. Co., Stratford.

Irons, Electric.

Renfrew Electric Mfg. Co., Renham, Eng.

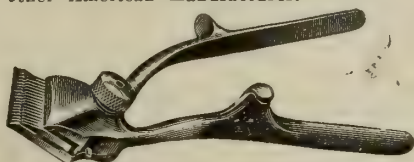
Incandescent Electric Lamps.

Canadian Sunbeam Lamp Co., Toronto.

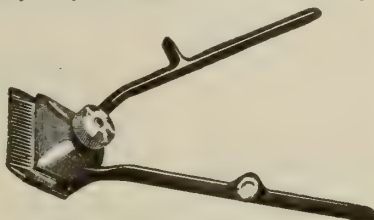
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Made by American Shearer Mfg. Co.

present a complete line at a range of prices covering all requirements of the trade. They are all quality goods, and represent best designs and highest standards of workmanship, regardless of price. Some styles of Toilet Clippers are illustrated below. All are heavily copper plated and polished before nickeling, thus giving a higher finish, which lasts much longer than ordinary plating. The utmost care is used in grinding and tempering the cutting plates, giving cutting qualities whose superiority may be readily demonstrated by comparison. No. 00 and No. 000 Shaver for beard and neck trimming, are clipper of the utmost lightness and refinement, not paralleled by any other American manufacturer.



STANDARD No. 0, No. 1, and No. 2. Retailing at about \$2.50. High-class barber's clipper.



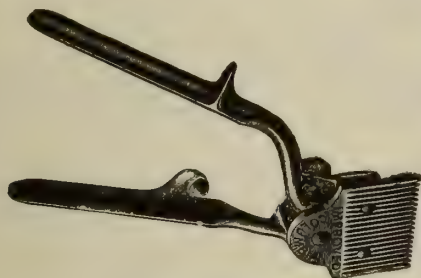
No. 00 SHAVER

A light and elegant Clipper for beard and neck trimming. Retailing at about \$2.25.



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Best low-priced Clipper made. Retailing at about \$1.00.



IMPROVED COLUMBIAN with grooved bottom plate, retailing at about \$1.50.

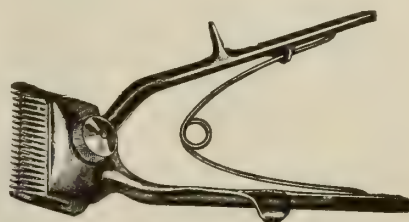
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Coristine Building, Montreal

Canadian Agents for

Wiebusch & Hilger, Ltd.

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with visible spring, retailing at about \$1.00.

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Don't wait till you are asked for a COLT—take the lead. Tell the prospective Revolver Buyer the interesting news that—

AGAIN COLTS WIN and establish NEW RECORDS

To establish a New Record in the shooting world to-day a man has to "go some," because winning scores have mounted higher and higher each year, consequently when Dr. J. H. Snook set new records in the Military Record and Pocket Revolver Matches, U. S. R. A., for 1914, with Colt Army Special Revolvers, he again demonstrated the superior accuracy of these popular arms.

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Give him a "How to Shoot" booklet (a supply, with show card, sent on request).

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OR

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He used a COLT OFFICERS' MODEL



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made RECORD SCORES

He used COLT ARMY SPECIALS



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Berry Bros., Walkerville.
P. D. Dods & Co. Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Ottawa Paint Works, Ottawa.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

Joint Runners, Asbestos.

Wm. Johnson, Newark, N. J.

Joist Hangers.

Manitoba Bridge & Iron Works, Winnipeg.

Knives, Pocket.

J. Chatillon & Sons, New York.
Geo. Wostenholm & Sons, Sheffield.
Landers, Frary & Clark, New Britain, Conn.

Knives, Asparagus.

Wm. Johnson, Newark, N. J.

Knives, Hunting and Fishing.

Marble Arms & Mfg. Co., Gladstone, Mich.

Lashes.

Hamilton Whip Co., Hamilton.
Cummer-Dowswell, Hamilton.

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Taylor-Forbes Co., Guelph.
Philadelphia Lawn Mower Co., Philadelphia.
S. P. Townsend & Co., Orange, N.J.

Lawn Rakes.

Steel Co. of Canada, Hamilton.

Lawn Rollers.

Taylor-Forbes Co., Guelph.

Lawn Swings.

F. E. Myers & Bro., Ashland, O.
McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Stratford.

Lead Pipe.

Steel Co. of Canada, Hamilton.
Hoyt Metal Co., Toronto.

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Canadian Sunbeam Lamp Co., Toronto.

Lathes.

R. McDougall Co., Ltd., Galt.
Goodell-Pratt Co., Greenfield, Mass.

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McFarlane Ladder Works, Toronto.
Stratford Mfg. Co., Stratford.

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Sheet Metal Products Co., Toronto.
Ontario Lantern & Lamp Co., Hamilton.
E. T. Wright Co., Hamilton.

Lath, Metal.

Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Oshawa.

Lamps, Carbon.

Ontario Lantern & Lamp Co., Hamilton.

Lamps, Incandescent.

Ontario Lantern & Lamp Co., Hamilton.

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The L. Martin Co., New York.

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Beardmore & Co., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
The Chapin-Stephens Co., Pine Meadows, Conn.

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Barton-Netting Co., Windsor.

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Ronuk Ltd., Toronto.

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R. C. Jamieson & Co., Montreal.
Canada Linseed Oil Mills, Montreal.
Sanderson Percy & Co., Toronto.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
The Pedlar People, Oshawa.

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Caverhill, Learmont & Co., Montreal, Que.

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Russell Jennings Mfg. Co., St. Catharines.

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Delta File Works, Philadelphia.

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J. H. Connor & Son, Ottawa.
Taylor-Forbes Co., Guelph.
Cummer-Dowswell, Hamilton.

Mats, Steel, Door.

Canada Steel Goods Co., Hamilton.
Kuhne-Anderton Co., Port Hope.
Andrews Wire Works, Watford.

Mantels.

Barton-Netting Co., Windsor.

Mats.

Kuhne-Anderton Mfg. Co., Port Hope.

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Canada Metal Co., Toronto.
A. C. Leslie Co., Montreal.
Miller-Morse Hdwe. Co., Winnipeg.
Tallman Brass & Metal Co., Hamilton, Ont.
Hoyt Metal Co., Toronto.

Metal Ceilings.

Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Oshawa.

Metal Shingles, Sidings, etc.

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Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Oshawa.

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Winnipeg Ceiling & Roofing Co., Winnipeg.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Oshawa.

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Channell Chemical Co., Toronto.

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Caverhill, Learmont & Co., Montreal.

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R. McDougall Co., Ltd., Galt.

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Sanderson Percy & Co., Toronto.

Mosquito Nettings and Canopies.

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Sask. Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Importing Co., Toronto.
Excelsior Plate Glass Co., Toronto.

Mixers, Mayonnaise.

Landers, Frary & Clark, New Britain, Conn.

Nails, Cut.

Steel Co. of Canada, Hamilton.

Nail Setts.

L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.

Nails, Wire.

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Steel Co. of Canada, Hamilton.
H. S. Howland Sons Co., Toronto.
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Capewell Horse Nail Co., Toronto.

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Imperial Oil Co., Ltd., Toronto.

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Prairie City Oil Co., Winnipeg.

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Scythes & Co., Toronto.

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Sherwin-Williams Co., Montreal.

Oil Lubricating.

Prairie City Oil Co., Winnipeg.

Oils.

Ottawa Paint Works, Ottawa.

Oakum.

Scythes & Co., Toronto.

Oil Stones.

Carborundum Co., Niagara Falls, N.Y.

Oil, Harness.

Prairie City Oil Co., Winnipeg.

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Canada Wire & Iron Goods Co., Hamilton.

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Sanderson Percy & Co., Toronto.

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Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Berry Bros., Walkerville.

Paris Green.

Allan Munro Color Co., Montreal.

Paint, Cement and Concrete.

Brandram-Henderson Limited, Montreal.
Sherwin-Williams Co., Montreal.

Paint, Marine.

Sherwin-Williams Co., Montreal.
Brandram-Henderson Limited, Montreal.

Packings.

Gutta Percha & Rubber, Toronto.

Panic Bolts.

Wm. Newman & Sons, Birmingham, Eng.

Papers, Building.

Sask. Glass & Supply Co., Moose Jaw.

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Landers, Frary & Clark, New Britain, Conn.

Paints, Oils, Varnishes.

P. D. Dods & Co., Montreal.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Percy & Co., Toronto.
Benj. Moore & Co., Toronto.
Ottawa Paint Works, Ottawa.
Martin-Senour Co., Montreal.
Sherwin-Williams Co., Montreal.

Piano Hardware.

Taylor-Forbes Co., Guelph.

Paint, Roof and Barn.

Benj. Moore & Co., Toronto.
Sherwin-Williams Co., Montreal.

Paste Wood Fillers.

Pratt & Lambert, Buffalo, N.Y.

Picks.

B. J. Coglein Co., Montreal.

Pig Iron.

A. C. Leslie Co., Montreal.
Steel Co. of Canada, Hamilton.

Paper.

Walter Woods & Co., Hamilton.

Perforated Metals.

Canada Wire & Iron Goods Co., Hamilton.
B. Greening Wire Co., Hamilton.

Pipe, Vitrified, Perforated, Drain.

Hamilton & Toronto Sewer Pipe Co., Hamilton.

Pipe-Fittings.

Taylor-Forbes Co., Guelph.

Pipe Machines.

R. McDougall Co., Ltd., Galt.

Plaster Paris.

Sanderson Percy & Co., Toronto.

Pipe, Wrought (Black and Galvanized).

Canadian Tube & Iron Co., Montreal.

Plated Ware.

Caverhill, Learmont & Co., Montreal.
McGlashan-Clarke Co., Niagara Falls.

Pliers.

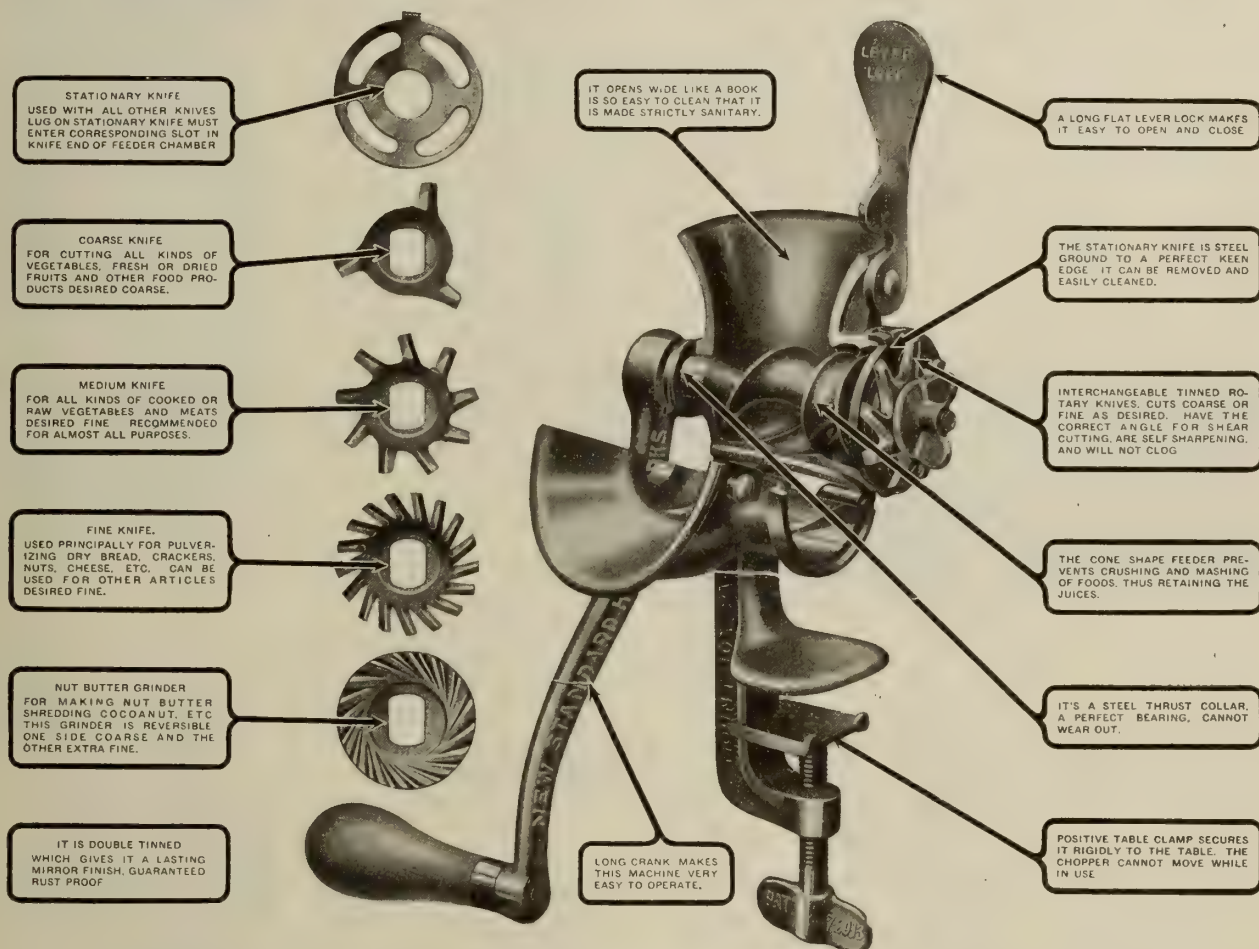
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Goodell-Pratt Co., Greenfield, Mass.

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OPENS WIDE LIKE A BOOK
IT'S SO EASY TO CLEAN *STRICTLY SANITARY*



PRICES NO HIGHER THAN OTHERS

We Guarantee Them to Your Customer

Order from your jobber; if he cannot supply, write us.

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Presses, Foot.

Brown, Boggs Co., Hamilton.

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Sanderson Percy & Co., Toronto.

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R. McDougall Co., Ltd., Galt.

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F. E. Meyers & Bro., Ashland, Ohio.
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F. E. Myers & Bro., Ashland, Ohio.
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Pump, Veterinary.

Alymer Pump & Scale Co., Ltd., Alymer.

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R. C. Jamieson & Co., Ltd., Montreal.
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Sask. Glass & Supply Co., Moose Jaw.
Toronto Plate Glass Mfg. Co., Toronto.
Ottawa Paint Works, Ottawa.
Brandram - Henderson, Ltd., Montreal.
A. Ramsay & Son, Co., Montreal.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Taylor-Forbes Co., Guelph.

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Renfrew Electric Mfg. Co., Renfrew, Ont.

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J. Thwaites & Co.

Railings, Bank and Office.

Canada Wire & Iron Goods Co., Hamilton.

Railings, Wire.

B. Greening Wire Co., Hamilton.

Ranges, Coal and Wood.

Clare Bros. & Co., Preston.
Hall, Zryd Foundry Co., Preston.
D. Moore Co., Hamilton.
Kie-Ben, Almonte.
McClary Mfg. Co., London.
Gurney Foundry Co., Toronto.

Ranges, Gas.

McClary Mfg. Co., London.
Findlay Bros. Co., Ltd., Carleton Place.
D. Moore Co., Hamilton.
The Hall, Zryd Foundry Co., Ltd., Hespeler.

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P. D. Dods & Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
A. C. Leslie & Co., Montreal.

Registers.

Kir-Ben, Almonte.
Clare Bros. & Co., Preston.

Refrigerators.

McClary Mfg. Co., London.
Sanderson-Harold Co., Ltd., Paris, Ont.

Raw Linseed Oil.

Canada Linseed Oil Mills, Montreal.

Rasps.

Nicholson File Co., Port Hope.
G. & H. Barnett Co., Philadelphia.

Reamers, Bibb Seat.

Wm. Johnson, Newark.

Razors.

Jonathan Crookes & Son, Sheffield.
Geo. Wostenholm & Son, Sheffield.

Razor Hones.

Carborundum Co., Niagara Falls, N. Y.

Razor Strops.

Carborundum Co., Niagara Falls, N. Y.

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The Wilt Twist Drill Co., Walkerville.

Reinforcing Concrete.

Canada Wire & Iron Goods Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
B. Greening Wire Co., Hamilton.
Canadian Tube & Iron Co., Montreal.
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Ridge Roll.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Marlin Fire Arms Co., New Haven, Conn.

Resin.

Sanderson Percy & Co., Toronto.

Rivets.

Canadian Tube and Iron Co., Montreal.
Manitoba Bridge & Iron Works, Winnipeg.
Northern Bolt & Screw Co., Owen Sound.
Steel Co. of Canada, Hamilton.

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Exeter Mfg. Co., Exeter.

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H. S. Howland, Sons. & Co., Toronto.
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Goodell-Pratt Co., Greenfield, Mass.

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Melchior, Armstrong & Dessau, New York.

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Saws, Keyhole.

Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Simonds Canada Saw Co., Ltd., Montreal.

Saw Blades and Frames.

Simonds Canada Saw Co., Ltd., Montreal.

Saws, Cross-Cut.

Simonds Canada Saw Co., Ltd., Montreal.

Saws, Hack.

Simonds Canada Saw Co., Ltd., Montreal.

Scales, Machinists.

The Lufkin Rule Co., Ltd., Windsor.

Saws, Hand.

Simonds Canada Saw Co., Ltd., Montreal.

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Canadian Tube & Iron Co., Montreal.
Northern Bolt and Screw Co., Owen Sound.
Progressive Mfg. Co., Torrington, Conn.
Steel Co. of Canada, Hamilton.

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Goodell-Pratt Co., Greenfield, Mass.

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Marble Arms & Mfg. Co., Gladstone, Mich.
North Bros. Mfg. Co., Philadelphia.
The Chapin-Stevens Co., Pine Meadow, Conn.

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Butterfield & Co., Rock Island, Que.

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Fernald Mfg. Co., North East, Pa.
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Shot.

Steel Co. of Canada, Hamilton.

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Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Oshawa.

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Canada Steel Goods Co., Hamilton.

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Sanderson Percy & Co., Toronto.

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Canada Wire and Iron Goods Co., Hamilton.
B. Greening Wire Co., Hamilton.

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B. Greening Wire Co., Hamilton.

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Canada Steel Goods Co., Hamilton.

Scales.

John Chatillon & Sons, New York.

Scrapers, Box.

Wm. Johnson, Newark, N.J.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Kelway & Son, Langhorth, Eng.
Wm. Rennie Co., Toronto.

Shaft End, Steel Socket.

Fernald Mfg. Co., North East, Pa.

Shears.

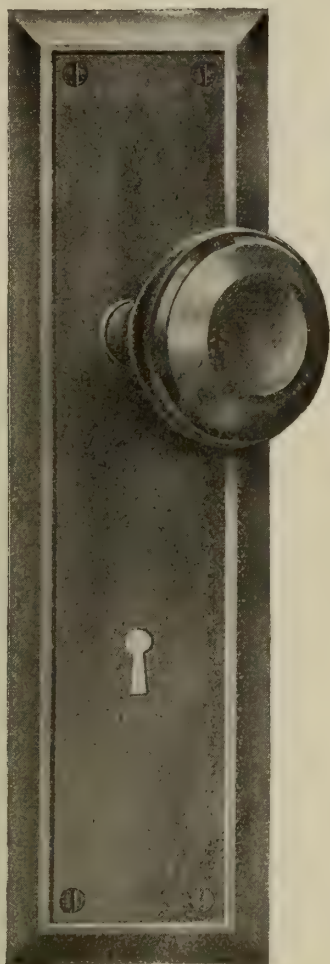
Landers, Frary & Clark, New Britain.

Shearing Machines.

Brown Boggs, Ltd., Hamilton.

Shears, Squaring.

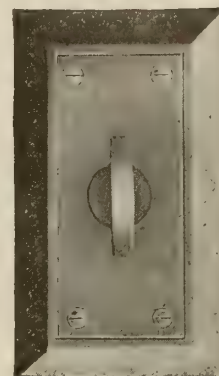
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NATIONAL LINE OF Builders' Hardware

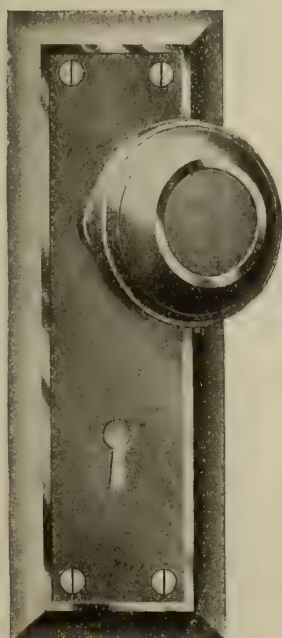
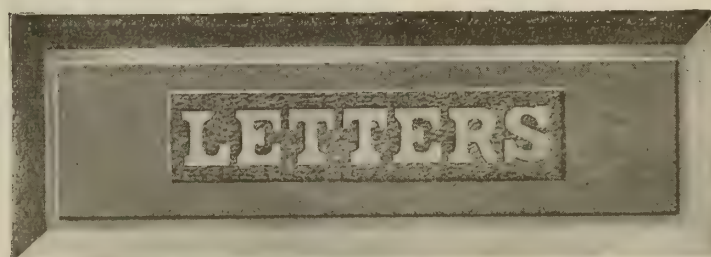
High Quality Fine Finishes
Attractive Designs



Bell Turn

The Door Trimmings illustrated herewith is our Oakley Design, and is carried in stock in the standard finishes, and is proving a splendid seller.

We shall be glad to furnish full particulars or write your Jobber regarding our many new designs.



Smaller Escutcheon
and Knob

National Steel Rim Locks

These have now become a Canadian standard.
Very simple in construction, and serviceable.

All Jobbers have them.

Write for quotations.

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LIMITED

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Shellac.

Berry Bros., Walkerville.
 A. Ramsay & Son, Co., Montreal.
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 R. C. Jamieson & Co., Montreal.
 Ottawa Paint Works, Ottawa.

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 Winnipeg Ceiling & Roofing Co.,
 Winnipeg.

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 Canadian Wm. A. Rogers, To-
 ronto.
 The Wm. Rogers Mfg. Co., Ni-
 agara Falls.

Sky Lights.

Metallic Roofing Co., Toronto.
 Winnipeg Ceiling & Roofing,
 Winnipeg.
 Metal Shingle & Siding Co.,
 Preston.
 Pedlar People, Oshawa.
 Wheeler & Bain, Toronto.

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mington, Ohio.**Snips (Tinsmiths').**

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 ton.
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 Bridgeport, Conn.

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Canada Metal Co., Toronto.
 McClary Mfg. Co., London.
 Hoyt Metal Co., Toronto.

Sprayers.

The Collins Mfg. Co., Toronto.
 A. Ramsay & Son, Co., Montreal.
 Spramotor Co., London.

Soles, Leather.

Beardmore & Co., Toronto.

Stains.

P. D. Dods & Co., Montreal.
 Sherwin-Williams Co., Montreal.
 R. C. Jamieson & Co., Montreal.
 Martin-Senour Co., Montreal.
 Pratt and Lambert, Buffalo.

Stains, Shingle and Wood.

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 P. D. Dods & Co., Ltd., Montreal.
 R. C. Jamieson & Co., Montreal.
 A. Ramsay & Son, Co., Montreal.

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Staple Pullers.

Bridgeport Hdwe. Mfg. Corp.,
 Bridgeport, Conn.

Stands, Ironing.McFarlane Ladder Wks., To-
ronto.**Staples.**

Steel Co. of Canada, Hamilton.
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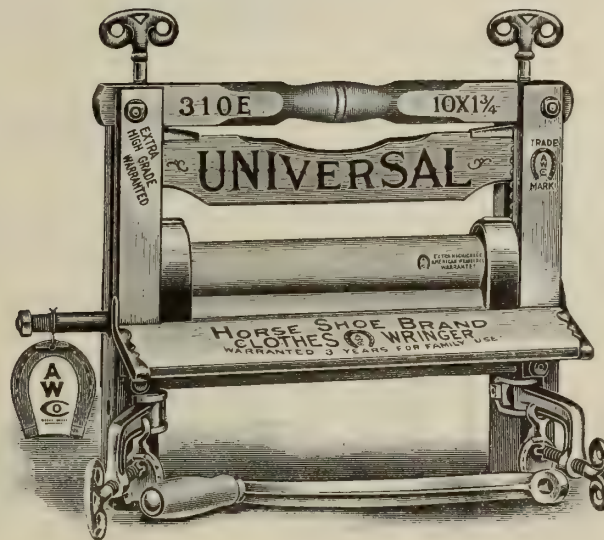
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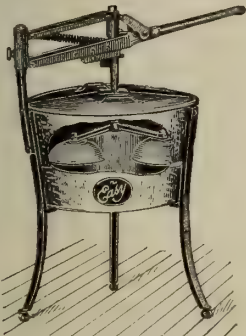
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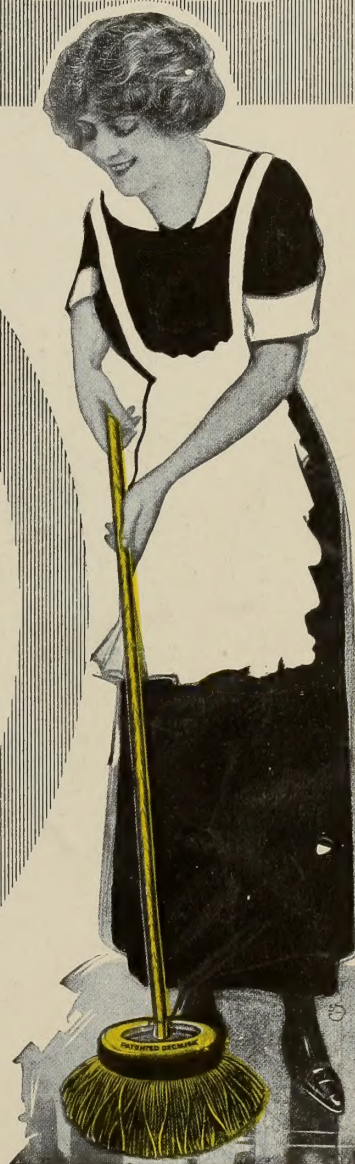
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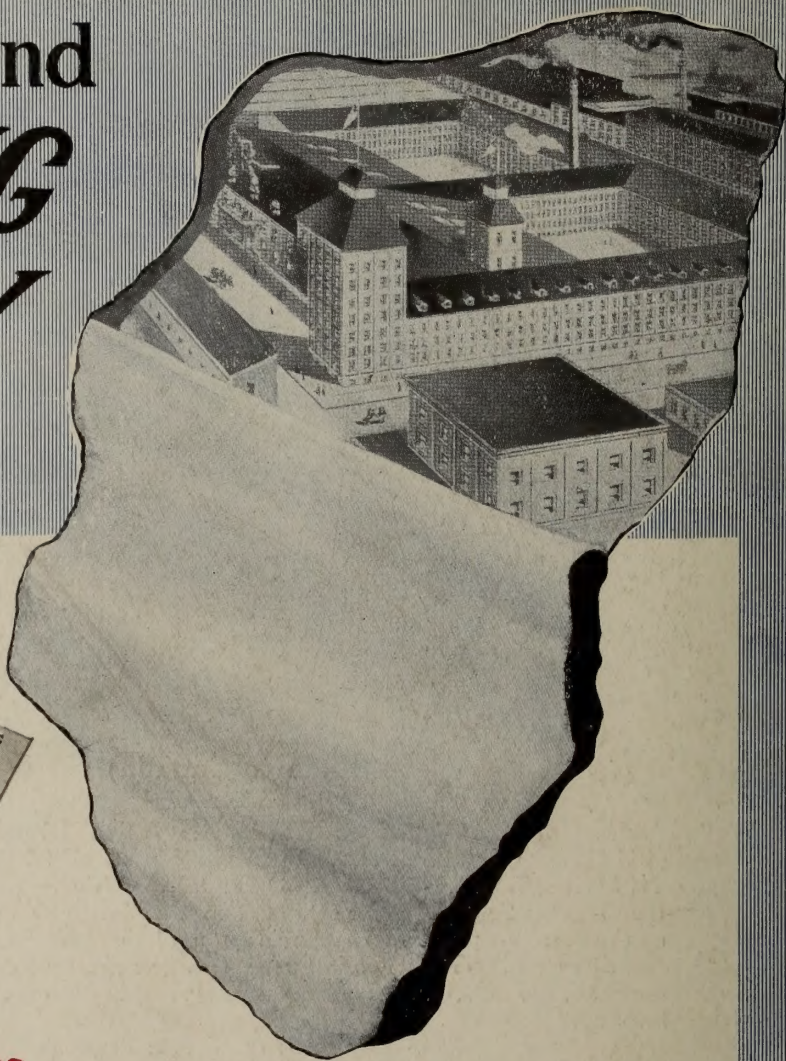


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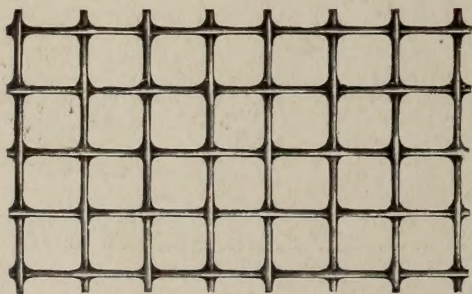
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